Architel develops, markets and supports advanced Operations Support
Systems used in...

...also designed to
enable service providers to support and manage the quality of service
of **multi** - **vendor** and **multi** -service networks, such as frame relay, ATM,
IP services, voice/data, wireless and multimedia by...

17/3,K/24   (Item 2 from file: 610)
DIALOG(R)File 610:Business Wire
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00111185 19990928271B0407   (USE FORMAT 7 FOR FULLTEXT)
**Asia Online Expands U.S. Operations; Web Services Agency Targets Asian
Business Community**
Business Wire
Tuesday, September 28, 1999 13:06 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 718

...Geoffrey Bock, senior eBusiness analyst, Patricia Seybold Group.

"Asia Online Americas' goal is to provide **customers** with a wide range
of Internet-related communications services from one point of contact.
One of the biggest complaints among those target **customers** we have
spoken with is the number of phone calls to **different vendors** they must
make just to get a simple Web site online, let alone any other **type** of
Web-related **service** . As one business owner **stated** , `My business is my
business. My business is not the Internet!' We have taken our...

...of contact to get their
Web-related needs met, easily and economically. Now Asia Online
customers can spend their time growing their business," said John G.
Stark, vice president, Asia Online...

17/3,K/25   (Item 3 from file: 610)
DIALOG(R)File 610:Business Wire
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00053721 19990603154B1211   (USE FORMAT 7 FOR FULLTEXT)
**Ericsson and Telia Build World's First Multi-Service Network Aimed At
Enterprise Users**
Business Wire
Thursday, June 3, 1999 11:02 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 739

TEXT:
...enterprise customer segment.

Telia in Denmark is the first-ever operator to build a converged
multi -service network for **enterprise** customers based on Ericsson's
future generation network products. The agreement includes an order for...

...s enterprise customers in Denmark.

The solution will enable Telia in Denmark to offer their **customers** the
latest **state** -of-the-art carrier- **class** **services** , such as high-speed
data, voice over ATM and multimedia services - all from one single...

 17/3,K/26   (Item 4 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00032752 19990420110B0443 (USE FORMAT 7 FOR FULLTEXT)
**Tekelec Signs Definitive Purchase Agreement With IEX Corporation; Announces
a Major Expansion of Its Product Portfolio**
Business Wire
Tuesday, April 20, 1999 16:50 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,404

...and feature-rich
service creation abilities, and enable our customers to offer
consistent services in **multi** - **vendor** networks. Our Call Center products
are recognized for their technical leadership as evidenced by their...

...dynamics and commenting on the circumstances of the
acquisition, Margolis said, "Tekelec has delighted its **customers** with
its `best-of-class' approach to signaling solutions and targeted
applications such as Local Number Portability. Expressing their
confidence in Tekelec and its ability to deliver these solutions, our
 customers have indicated their desire for us to broaden our product
portfolio, giving them additional purchasing...
...and
flexibility. With our acquisition of IEX -- in addition to our
signaling infrastructure and diagnostic **products** -- Tekelec can now
offer **state** -of-the-art **Service** Control Point, Service Creation
Environment, Intelligent Peripheral and **Class** 4 Service Switching Point
solutions."

Margolis noted that Tekelec's signaling products have historically
worked...

 17/3,K/27   (Item 1 from file: 810)
DIALOG(R)File 810:Business Wire
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0784218   BW1357

**CONSUMER PORTFOLIO SVCS: Consumer Portfolio Services Inc. Announces
    Additional $150 Million Warehouse Line**

December 10, 1997

Byline: Business Editors

    ...automobile dealers for new and late model used cars. The company
purchases contracts from approximately **2** ,900 **dealers** in 41 **states**
and **services** contracts in 49 **states** .

    CONTACT: **Consumer** Portfolio **Services** , Irvine

Sheila L. Chiri, 714/753-4843
    KEYWORD : CALIFORNIA
    INDUSTRY **KEYWORD** : AUTOMOTIVE
Today's News On The Net - Business Wire's full file on the Internet...

 17/3,K/28   (Item 2 from file: 810)
DIALOG(R)File 810:Business Wire
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0661345   BW1121

**CONSUMER   PORTFOLIO: Consumer Portfolio Services Inc. reports $92.9 million
    public asset-backed securitization; Mark Creatura joins CPS as senior
    vice president, general counsel**

January 14, 1997

Byline: Business Editors

    ...credit
problems who are unable to qualify for traditional financing. CPS
purchases contracts from approximately **2** ,200 **dealers** in 36 **states**
and **services** contracts in 49 **states** .

    CONTACT: **Consumer** Portfolio **Services** Inc., Irvine
              Sheila L. Chiri, 714/753-4843
     KEYWORD : CALIFORNIA
     INDUSTRY KEYWORD: AUTOMOTIVE BANKING

 17/3,K/29   (Item 3 from file: 810)
DIALOG(R)File 810:Business Wire
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0655363   BW0197

MICROTEST LOGICRAFT: Microtest acquires Logicraft Information Systems

December 17, 1996

Byline: Business Editors

    ...IHS
is the largest technical and regulatory information supplier.
    Jay Jordan, President-Standards, Software & Print **Products** , IHS
Group **stated** , "The breadth of **product** line resulting from this
acquisition will provide Best-in- **Class** solutions to **customers** at
every level. The product strength coupled with the enhanced
distribution leverage of IHS will...

...Vines and OS/2 LAN
Manager, etc.), and cover from the entry-level through the **multi** -site
 enterprise level. Strategically, there is little overlap between
the product offerings of the companies. This allows...

 17/3,K/30   (Item 4 from file: 810)
DIALOG(R)File 810:Business Wire
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0481873   BW0082

**KNOWLEDGEBROKER   INC: KnowledgeBroker   takes   aim   at   the   total   support
    solution; leverages synergy between technology and service**

April 27, 1995

Byline: Business and Computer/High-Tech Editors

    ...of
each of our clients and to reduce their bottom line support costs
through world- **class**   **customer**   **service** and efficient   **state**
-of-the-art
technology."
Leveraging Information From Support Calls
    KnowledgeBroker operates HelpNet, a 24-hour **multi** - **vendor** help
desk that provides support by telephone or e-mail/Internet to more
than half...

    ...provider for more than 20 Fortune 500
companies, operates HelpNet 800/900, a 24-hour **multi** - **vendor**
technical computer support service.
    KBI also builds KnowledgeBases, high performance plug-and-play
problem resolutions...

6. Lutz and Lux [1988] argue that a want is more of a whim, which, if not fulfilled, will decrease in intensity over time and perhaps even disappear. I would like to modify their definition and posit the distinction that is featured in the text. I believe that this less stringent distinction preserves my argument without obliging me to enter into a discussion over the nature of human desires. However, one should not surmise from my silence that such discussions are uninteresting. The needs/wants distinction is developed in a slightly different context in Galbraith [1958, chap. 11].

7. Those who would like a more extended discussion or the relationship of the idea of needs to the orthodox theory of exchange are asked to refer to the Appendix to this paper.

8. This single example, while clear, is extreme. Obviously, there are degrees of deprivation. Some a absolute. On the other hand, one might argue that in a wealthy society few needs are absolute. I would not agree with such an assertion. However, I am willing to allow for, and even encourage the reader to consider the importance of a social context that creates needs and the idea that these distinctions are rarely M, clear in practice. However, this paper is designed to introduce the concept or needs into the larger discussion of economic theory and policy. For this reason, clear distinctions have an important illustrative value.

9. The specifics of the relations of exchange that characterize a society that lives' et or near subsistence is, all one might expect, a subject of debate among economic anthropologists. The debate takes the form of "substantivists vs. formalists." The former group believes that the structure of society are important determinant of how exchange is conducted and that the forms of exchange will differ between societies. See Sahlins [1972, chaps. 4-6] and Dalton [1961]. Formalists argue that relational economic man can take many guides and argue for an adherence to standard microeconomic doctrines. See Cook [1966] and Schneider [1974]. The argument in the text lends support to the substantivist school.

10. "To begin with the simplest case, suppose that two farmers, A and B, have both previously been carrying on isolated household economies [Menger 1981, 177].

11. Some writers within the neoclassical tradition have tried to argue that needs simply do not exist. An example is the chapter titled "Substitutes Everywhere: The Concept of Demand" [Heyne 1987, chap. 2]. Both Lutz and Lux [1988, chap. 2] and Levine [1988, chap. 1] have raised objections to this facet of neoclassical thought.

12. Later in the paper, I will show that full employment has the potential to transform needy unskilled labor into wants traders.

13. The existence of unequal bargaining power explains a number of institutional arrangements wherein people attempt, through their behavior, to give themselves an edge in the exchange bargain. Firms stockpiling inventories before a wage negotiation or a union strike fund would be example of such behavior.

14. This is the outcome promised by the theory of contestable markets. See Baumol [1982].

15. The decade of the 1980s has provided numerous examples of the unequal bargaining power between employers and employed. Wage give backs, and even the systemic looting of pension funds, were all tolerated by employees who,

after numerous years in manufacturing jobs, were trying to hang onto their employers. The feet L that firms had more bargaining power as a result of financial deregulation, and a generous bankruptcy code allowed takeover specialists to use this financial strength to their strategic advantage. Neoclassicism cannot see these fact because it wedded to the General Equilibrium Theory with its idiosyncratic assumption of a complete set of futures markets.

16. A number of earlier commentators on this paper have argued that a needy trader is simply the special case of a person who has no savings and a high rate of time preference. This is a reply consistent with the decontextualized individualism that is essential to the standard theory of exchange. The text argues that these observed- behaviors are a result of being a needs trader and are symptoms, not causes, of the observed behaviors. For a lengthier critique of the neoclassical theory of consumption, see the Appendix to Thai paper.

17. Characteristically, economists have assumed the homogeneity of market participants. As a result, when they observe a correlation between short-term orientation and a person's poverty, they tend to see the former as the cause of the latter. This conclusion follows directly from their vision of the free market. Distinguishing between the prior positions of persons trading in the market can aid social scientists in separating cause from effect. By distinguishing between market participants, it can be hoped that economics can make a more useful contribution to the discussion of poverty and its cure.

18. It is their grasp of this issue that motivates some theorists to articulate a "basic needs" approach to economic development. An example is Hicks and Stretten[1979].

19. Examples of this "Crusoe approach" are in Mankiw [1992, chap. 15] and Barro [1993, chaps. 2-3. Through its focus on the barter model, the neoclassical theory of investment attempts to finesse Keynes's critique of both the Loanable Funds theory and Say's Law. However, this is not the time to dwell on the macroeconomic critiques of neoclassical theory. We will simply join in the spirit of standard microeconomics and assume that the necessary macrofoundations of the theory are in place. For this reason, this paper will assume that effective demand is constant at a level that will assure full employment throughout the trading period.

20. "...as we consider the total dynamics of society the impact of the price structure on preferences may be just as important as the impact of preferences on the price structure' [Boulding 1989, 5].

21. The reasons for this conclusion are complex, and a full argument is not provided in the text. Those who e interested will want to start with Keynes [1964, chap. 17].

22. The dynamics of expectations-led crashes are well documented in the literature. See Kindleberger [1989, Minsky [1986], Wojnilower and [1980].

23. This strict assumption concerning interpersonal comparisons does not seem to prevent economists, from engaging in the lucrative activity of cost-benefit analysis, which requires, at its foundation, that interpersonal utility estimation, be made. But the contradictions inherent in that activity are not the subject of this paper. See Lutz [1993] for such a critique.

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14/5/47   (Item 2 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09201266
PharmaNet, BusinessBots sign up for B2B venture
   AUSTRALIA/US: PHARMANET/BUSINESSBOTS TIE UP
The Australian Financial Review (AFR)   23 Nov 1999   p.34
Language: ENGLISH

PharmaNet **Online** of Australia will form an ecommerce joint venture with
BusinessBots of the US. The venture, BusinessBots Asia-Pacific, will start
a new **type** of **trading**   **exchange** for **commodities** such as minerals,
agricultural **products** and industrial supplies. **Online**   **trading** of such
commodities between **multiple** parties is facilitated by **agent** software
programs.

COMPANY: BUSINESSBOTS ASIA-PACIFIC; BUSINESSBOTS; PHARMANET ONLINE

EVENT: Company Formation (14); Company Formation (12);
COUNTRY: Australia (9AUS); United States (1USA);

14/5/49   (Item 4 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09054998
Auction kicks off
   AUSTRALIA: SPECTRUM AUCTION ATTRACTED 2 **BIDDERS**
The Australian Financial Review (AFR)   02 Feb 1999   p.26
Language: ENGLISH

AAPT LMDS Ltd and Formus Communications Oceania LLC have offered AU$
762,470 and AU$ 2,249,330 respectively for the communications spectrum in
the 28 and 31 gigahertz bands in Australia on the first day of the **auction**
. AAPT has joined forces with **internet** media group LibertyOne. They will
be developing a range of **internet**   **services** for small and medium-sized
businesses, like **portal** customisation and other **customer** technology
such as unified messaging. These **services** should be delivered using new,
high-speed access technologies like local **multi** -point distribution
service (LMDS) which run over 28/31 Ghz spectrum.

COMPANY: INTERNET; LIBERTYONE; FORMUS COMMUNICATIONS OCEANIA LLC; AAPT
LMDS

PRODUCT: ISDN Equipment (3661DN);
EVENT: Company Acquisitions (16);
COUNTRY: Australia (9AUS);

14/5/54   (Item 9 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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06482323
LAT BETJANTEN GORA JOBBET

SWEDEN: INTERNET "AGENTS" UNDER DEVELOPMENT
Dagens Nyheter (XSU)   12 Jun. 1997 p. IT 1
Language: SWEDISH

SICS, the Swedish Institute of Computer Science, spearheads different
projects into **Internet** " **agents** " which might constitute an entire
revolution of **Internet** use for businesses and private individuals the
World over, and change the **exchange** of **goods** and **services** plus
information via the **Internet** as we today have come to know it. If
companies already can utilise EDI or **electronic** data **interchange** to a
large extent, the **Internet** " **agents** " now under development simply
expands the abilities of similar tools even further. There are of course
certain "bargain finder" programmes for ordinary household **consumers**
already available when it comes to CD-records or similar **merchandise** ,
but SICS representative Sverker Jansson is convinced that the same
principles for information search and intelligent response can be vastly
extended in the future, and that "mail **agents** " in the future also can
give standard or pre-select, intelligent answers to incoming email than we
today consider possible. Network safety and standards are of course a
problem, but there is no reason why new mail **agents** wouldn't greatly
facilitate the work for different "help desk" or **customer** **services** at
the net, to take one obvious example. Likewise, politicians or public
figures could also use intelligent mail **agents** to answer or transmit
email messages to a vastly greater extent than today, and **consumer**
movements etc. could also organise themselves much better in the future
than just through **various** , spam-filled "newsgroups" etc. New, more
dynamic models for **Internet** use are greatly needed on the Swedish market,
he says.

COMPANY: CD; EDI; INTERNET; SWEDISH INSTITUTE OF COMPUTER SCIENCE; SICS

PRODUCT: General Management **Services** (9919);
EVENT: General Management **Services** (26);
COUNTRY: General Worldwide (0W);

14/5/60   (Item 15 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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03386454
BT TO INTRODUCE INTELLIGENT NETWORK **SERVICES** BY END-1990
  UK - BT TO INTRODUCE INTELLIGENT NETWORK **SERVICES** BY END-1990
Communicationsweek International (CWI)   12 March 1990 p2
ISSN: 1042-6086

British Telecom aims to introduce **various** advanced intelligent network
(IN) **services** by end-1990, which could bring in a revenue of over
USDlr1.5 bil/y by year 2000, according to a UK consultancy. A technical
platform for the launch is currently under development, and the **services**
will at first concentrate on private **virtual** networking and personal
mobility, according to BT's network systems **engineering** and technology
general manager, A Misson. The **service** is intended to offset the
increasing threats to the company's revenue base from private mobile
communication and network operators. **Various** new improved **services** can
be simply and quickly introduced through INs, and should allow third-party
users and operators further control in the configuration of **services** to
meet specific requirements under the regulatory framework. Personal
communications networks (PCNs) are scheduled to be launched in the UK in
1993, with BT aiming to offer a personal mobility **service** to head off

competition. Three consortia were granted licences in 1989 to operate PCNs,
although BT was prohibited from **bidding** . Article examines forthcoming
regulations, INs and PCNs in further detail.

PRODUCT: Cellular Radio Equipment (3662CE); Mobile Communications
Equipment (3662MB); Cellular Radio **Services** (4811CR); Data Communications
 (4811DC); Mobile Communications Svcs (4811MC);
EVENT: **PRODUCTS** , PROCESSES & **SERVICES** (30);
COUNTRY: United Kingdom (4UK); OECD Europe (415); NATO Countries (420);
    South East Asia Treaty Organisation (913);

14/TI/1   (Item 1 from file: 2)

   Title: Taming the computational complexity of combinatorial auctions: optimal and approximate approaches

14/TI/2   (Item 2 from file: 2)

   Title: Allocative auctions: an application context for CSCW and intelligent agents

14/TI/3   (Item 3 from file: 2)

   Title: A limitation of the generalized Vickrey auction in electronic commerce: robustness against false-name bids

14/TI/4   (Item 4 from file: 2)

 Title: Price and niche wars in a free-market economy of software agents

14/TI/5   (Item 5 from file: 2)

 Title: Arbitration and matchmaking for agents with conflicting interests

14/TI/6   (Item 6 from file: 2)

 Title: An agent-based multiservice negotiation for eCommerce

14/TI/7   (Item 7 from file: 2)

 Title: Spending less time in Internet traffic jams

14/TI/8   (Item 8 from file: 2)

   Title: Agent-mediated integrative negotiation for retail electronic commerce

14/TI/9   (Item 9 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Accounting for cognitive costs in on-line auction design

14/TI/10   (Item 10 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

  **Title: A component model for an inter-organizational agent-based
coordination**

14/TI/11   (Item 11 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: PCONFIG: a Web-based configuration tool for configure-to-order
products

14/TI/12   (Item 12 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Intelligent agent communities

14/TI/13   (Item 13 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Self-organization and learning in multiagent-based brokerage
services

14/TI/14   (Item 14 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 **Title: A multi-agent associate system guide for a virtual collaboration
center**

14/TI/15   (Item 15 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

  Title: PCONFIG: a Web-based configuration tool for build-to-order
products

14/TI/16   (Item 16 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Dynamic service **matchmaking among agents in open information
environments**

14/TI/17   (Item 17 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Electronic commerce

14/TI/18   (Item 18 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 **Title: Cooperative vs. competitive multi-agent negotiations in retail
electronic commerce**

14/TI/19   (Item 19 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Competitive scenarios for heterogeneous trading agents

14/TI/20   (Item 20 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 **Title: The use of Internet-based technologies-beyond e-mail and search
engines**

14/TI/21   (Item 21 from file: 2)
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reserv.

 Title: A scalable comparison-shopping agent for the World-Wide Web

14/TI/22   (Item 22 from file: 2)
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reserv.

 Title: A multi-agent system for video on demand services

14/TI/23   (Item 23 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
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 Title: Implementing CALS at Fujitsu

14/TI/24   (Item 24 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Problems in human-machine interaction and communication

14/TI/25   (Item 25 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

   **Title: The East Mediterranean Pottery Project: exchange of specialized
data on the information superhighway**

14/TI/26   (Item 26 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

   **Title: @INGate: a distributed intelligent network approach to bridge
switching and packet networks**

14/TI/27   (Item 27 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

   Title: OSM: an Open Service **Model for global information brokerage and
distribution**

14/TI/28   (Item 28 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Intelligent agents for network management

14/TI/29   (Item 29 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Market-based negotiation for digital library services

14/TI/30   (Item 30 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

   **Title: Constraint-based information gathering for a network publication
system**

14/TI/31   (Item 31 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

   Title: Enabling technologies **of agile manufacturing and its related
activities in Korea**

14/TI/32   (Item 32 from file: 2)
DIALOG(R)File   2:(c) 2005 Institution of Electrical Engineers. All rts.
reserv.

 Title: Software standardization integrating industrial automation systems

14/TI/33   (Item 33 from file: 2)

 Title: Agents pull the strings with EDI (insurance)

14/TI/34   (Item 34 from file: 2)

  Title: Enabling technologies for part parameter data, component models, data structures-session-B summary

14/TI/35   (Item 35 from file: 2)

 Title: Standards for data exchange

14/TI/36   (Item 36 from file: 2)

 Title: Modelling in networks

14/TI/37   (Item 37 from file: 2)

 Title: Software applications bus integrates management and manufacturing

14/TI/38   (Item 38 from file: 2)

 Title: TOPIC-a large-scale viewdata system (for The Stock Exchange)

14/TI/39   (Item 39 from file: 2)

 Title: Automatic call distribution services **in the ROLM CBX**

14/TI/40   (Item 40 from file: 2)

  Title: Organization of the publishing of books on nuclear science and technology in the USSR

14/TI/41   (Item 1 from file: 35)

**A FRAMEWORK FOR DEVELOPING CONVERSATIONAL AGENTS (KQML, DISTRIBUTED
COMPUTING, MESSAGE MANAGEMENT)**

14/TI/42   (Item 2 from file: 35)

Technological and economic issues in the logistics of digital products

14/TI/43   (Item 3 from file: 35)

DESIGN OF COMPUTATIONAL MARKET SYSTEMS FOR NETWORK INFORMATION SERVICES
(LIBRARY SERVICES **)**

14/TI/44   (Item 4 from file: 35)

AN INDUSTRIAL FMS COMMUNICATION PROTOCOL

14/TI/45   (Item 1 from file: 99)

On the applications of multimedia processing to communications

14/TI/46   (Item 1 from file: 583)

Property deals to go online
  SINGAPORE: SETTING UP OF PROPERTY PORTALS

14/TI/47   (Item 2 from file: 583)

PharmaNet, BusinessBots sign up for B2B venture
  AUSTRALIA/US: PHARMANET/BUSINESSBOTS TIE UP

14/TI/48   (Item 3 from file: 583)

Yellow Pages looks offshore
  AUSTRALIA: DEAL BY PACIFIC ACCESS/ASIAN SOURCES

14/TI/49   (Item 4 from file: 583)

Auction kicks off
  AUSTRALIA: SPECTRUM AUCTION ATTRACTED 2 **BIDDERS**

14/TI/50   (Item 5 from file: 583)

E-business: Impact & Implications
   ASIA: IBM'S ROLE IN E-COMMERCE, E-BUSINESS

 14/TI/51   (Item 6 from file: 583)

Frauds of using mobile phone
   HONG KONG: POSSIBLE FRAUD FOR USING HANDSET LINE

 14/TI/52   (Item 7 from file: 583)

New data **service** to save design time
   SINGAPORE: GINTIC LAUNCHES NEW DATA **SERVICE**

 14/TI/53   (Item 8 from file: 583)

Software creates information grapevines
   JAPAN: NEW SOFTWARE FROM FUJITSU LABORATORIES

 14/TI/54   (Item 9 from file: 583)

LAT BETJANTEN GORA JOBBET
   SWEDEN: INTERNET "AGENTS" UNDER DEVELOPMENT

 14/TI/55   (Item 10 from file: 583)

Can you bank on ISDN?
   UK: RELIABILITY OF ISDN QUESTIONED

 14/TI/56   (Item 11 from file: 583)

Dual-Port Access to High-Speed **services**
   US: DIGITAL CELL MULTIPLEXER LAUNCHED

 14/TI/57   (Item 12 from file: 583)

xxx
   US - RETIX GAINS SUPPORT FOR ITS MAIL DIRECTORY STANDARD

 14/TI/58   (Item 13 from file: 583)

DOWTY MAKES INROADS IN SE ASIAN MARKETS
   SE ASIA - DOWTY MAKES INROADS IN SE ASIAN MARKETS

14/TI/59   (Item 14 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

IBM LAUNCHES PS/2 CIM **PRODUCT**
  UK - IBM LAUNCHES PS/2 CIM **PRODUCT**

14/TI/60   (Item 15 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

BT TO INTRODUCE INTELLIGENT NETWORK **SERVICES** BY END-1990
  UK - BT TO INTRODUCE INTELLIGENT NETWORK **SERVICES** BY END-1990

14/TI/61   (Item 16 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

COMPUTER SYSTEMS CRUCIAL IN EXPLOITATION OF DEREGULATION
  EUROPE - COMPUTER SYSTEMS CRUCIAL IN EXPLOITATION OF DEREGULATION

indicates other variables...

17/3,K/17   (Item 17 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00789891 94-39283
**Application of market anti-inflation plans in the transition to a market
economy**
Koford, Kenneth J; Miller, Jeffrey B; Colander, David C
Eastern Economic Journal v19n3 PP: 379-393 Summer 1993
ISSN: 0094-5056 JRNL CODE: EEJ
WORD COUNT: 6991

...TEXT: difficult.

Markets for producer goods are substantially different from consumer goods
markets and require somewhat **different** treatment. Such **enterprises**
could have great difficulty adjusting to drastic changes in input prices
and could find themselves...Furthermore, the prices at which quota units
trade would indicate overall scarcities in the production **category** , while
the final- **goods** prices would **indicate** the relative values **consumers**
place on alternative goods. These two types of price signals tell planners
where output targets...

...or too low, and where increased resources should be provided.
The previous example, interpreted as **two** tractor **enterprises** , can
illustrate these points. One enterprise has a quota to produce 8,500
low-quality...

17/3,K/18   (Item 18 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

00788024 94-37416
**Strict liability for sellers of used products: A conceptual rationale and
current status**
Boedecker, Karl A; Morgan, Fred W
Journal of Public Policy & Marketing v12n2 PP: 178-187 Fall 1993
ISSN: 0743-9156 JRNL CODE: JMP
WORD COUNT: 7864

...TEXT: destroyed plaintiffs house. The opinion followed Turpter, noting
with approval the observation that used products **buyers** still expect
safety when purchasing a serviceable product as opposed to junk parts. It
further...

...initial chain" of distribution to be regarded as part of the enterprise.
The court also **stated** that used **goods** sellers as a **class** could shift
losses, distribute costs, and insure against risks.(9) [See also Thompson
v. Rockford...an avenue for users to reach such manufacturers/marketers,

Alternatively, the used product channel or **enterprise** is **different** from
new product channels in a simple but significant way: the presence of the
used...market-share litigation [cf. Boedecker and Morgan 1986; Sheffet
1983]. In these cases the defendant " **enterprise** " was the **various**
competitors marketing DES during certain time periods. Each of these firms
was held liable for...

17/3,K/19   (Item 19 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

00727636 93-76857
The Service Sector in Planned Economies of Eastern Europe: Past Experiences and Future Perspectives
Caselli, Gian Paolo; Pastrello, Gabriele
Service Industries Journal v12n2 PP: 220-237 Apr 1992
ISSN: 0264-2609 JRNL CODE: SIJ
WORD COUNT: 6034

...TEXT: net employment will be very hard. We can divide the service sector into three broad **categories** : producer, **consumer** and **state   services** . In the first **category** we include transport, communications, wholesaling, and retailing, business services, finance, insurance and real estate. In...

...a more market-oriented economy. In the planned economies the functions of co-ordination between **different   enterprises** and sectors of the economic system are performed by the state through the ministers. The...

17/3,K/20   (Item 20 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

00726004 93-75225
The Link Between Business Strategy and Industrial Relations Systems in American Steel Minimills
Arthur, Jeffrey B.
Industrial & Labor Relations Review v45n3 PP: 488-506 Apr 1992
ISSN: 0019-7939 JRNL CODE: ILR
WORD COUNT: 9537

...TEXT: nonunion plants introducing far-reaching experiments in labor-management cooperation at all levels of the **enterprise** , including **various** forms of Quality of Work Life (QWL) and teamwork, firm performance-based compensation, and alternative...of plants with Cost Leadership and Differentiation strategies) in their mills as well as to **indicate** the number and **type** of **goods** produced and **customers** served. This questionnaire was sent directly to the top line manager at each minimill.(2...

17/3,K/21   (Item 21 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)

00650642 92-65582
Personal Communications Services: Regulatory Issues and Political Concerns
Barrett, Andrew C.
Public Utilities Fortnightly v130n10 PP: 29-34 Nov 15, 1992
ISSN: 0033-3808 JRNL CODE: PUF
WORD COUNT: 3215

...TEXT: and the mobile service industry in particular. The cellular industry is an example of this **type** of change. Approximately nine years ago, when cellular **service** was launched in the United **States** , the

industry generally served a narrow niche of business **customers** who could afford the equipment and services.

Today, the cellular industry is evolving into markets...

...mobile services, is not an insignificant figure. The economic activity surrounding lost subscribers involves equipment **vendors** and **various** service providers. In an economy that needs to produce jobs, we cannot lose sight of...

17/3,K/22   (Item 22 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00608580 92-23683
Ten Nontraditional Aspects of Facility Planning
Rogers, Ed
Industrial Engineering v24n2 PP: 18-19 Feb 1992
ISSN: 0019-8234   JRNL CODE: INE
WORD COUNT: 1788

...TEXT: authority on material handling in manufacturing and distribution environments, speaks of ten dimensions of world- **class** warehousing. **Customer** **service** , quality, inventory management, **state** -of-thepractice technologies, flexibility, human development, proper material handling, visibility, integrated thinking, and financial performance...on Simple Systems!

* DESIGN FOR LOGISTICS--Location, transportation methods, shipping, receiving, standardized containers, parts sourcing, **vendor** pack **multiples** , distribution strategy and a host of other logistics factors can affect the facility design, and...

17/3,K/23   (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00152091 19991207341B1208   (USE FORMAT 7 FOR FULLTEXT)
Bull and Architel Demonstrate Integrated Service Management for New World Networks
Business Wire
Tuesday, December 7, 1999 09:57 EDT
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,202

...World service
management."

"This Catalyst showcase demonstration underlines OpenMaster for Telecom's ability to deliver **state** of the art **service** management, including **class** of service as well as fault and problem resolution, forming an integrated part of a...

...through
more efficient use of their network assets, and deliver more competitive services to their **customers** ."
About Architel Systems Corporation

Set	Items	Description
S1	122635	AUCTION? OR MULTIAUCTION OR MULTI()AUCTION OR TRADING OR M-ATCHING OR BIDDING
S2	742676	ELECTRONIC OR ONLINE OR ON()LINE OR INTERNET OR WEB OR NET OR CYBER OR VIRTUAL OR DIGITAL? OR (COMMUNICATION OR DISTRIBU-TED)()(NETWORK? OR SYSTEM?)
S3	4975	S1(5N)S2
S4	737784	AGGREGATOR? ? OR ENGINE? OR BOT OR BOTS OR ROBOT? ? OR AGE-NT? ? OR SPIDER? ? OR CRAWLER? ? OR PORTAL? ?
S5	289	S3(10N)S4
S6	1471981	MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROUS? OR P-LURAL?
S7	81	S5(S)S6
S8	68	S7 AND IC=G06F-017?

File 348:EUROPEAN PATENTS 1978-2005/Sep W02
        (c) 2005 European Patent Office
File 349:PCT FULLTEXT 1979-2005/UB=20050922,UT=20050915
        (c) 2005 WIPO/Univentio

8/3,K/8   (Item 5 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

01160038
METHOD AND SYSTEM FOR AN AUCTION
PROCEDE ET SYSTEME POUR CONDUIRE UNE VENTE AUX ENCHERES
Patent Applicant/Assignee:
  PDQ ONLINE AUCTIONS INC, 1629 The Queensway, Etobicoke, Ontario M8Z 1T8,
    CA, CA (Residence), CA (Nationality), (For all designated states
    except: US)
Patent Applicant/Inventor:
  CAMPBELL Doug, 144 Glenview Drive, Mississauga, Ontario L5G 2Z5, CA, CA
    (Residence), CA (Nationality), (Designated only for: US)
  TWIST Chris, 3954 Selkirk Place, Mississauga, Ontario L5L 3L5, CA, CA
    (Residence), GB (Nationality), (Designated only for: US)
  NORMAN Jeff, CA, CA (Residence), -- (Nationality), (Designated only for:
    US)
Legal Representative:
  ORANGE John R S (et al) (agent), Suite 4700, P.O. Box 48, 66 Wellington
    Street West, Toronto Dominion Bank Tower, Toronto, Ontario M5K 1E6, CA,

Patent and Priority Information (Country, Number, Date):
  Patent: WO 200481828 A2 20040923 (WO 0481828)
  Application: WO 2004CA358 20040312 (PCT/WO CA04000358)
  Priority Application: US 2003453773 20030312
Designated States:
(All protection types applied unless otherwise stated - for applications
2004+)
  AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM
  DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
  LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT RO
  RU SC SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PL PT RO
  SE SI SK TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) BW GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 12247

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
...   an auctioneer 20 via an auction administration module 21. Thus, the
auctioneer 20 allows a **plurality** of auction holders 22 to use the
system 10 by setting up an auction and conducting an auction between a
plurality of dealers 14, 16 in a network environment. Although the
auction holder 22 may be...

...14 or a seller 16. Thus, the buyer 14 and seller 16 may be human **agents**
  or software **agents** configured to participate in an **auction** .

  [00451 The **communication**   **network** 18 may be any network such as a
  local area network (LAN), a wide area...

8/3,K/9   (Item 6 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

01137601   **Image available**
SYSTEMS AND METHODS TO FACILITATE SELLING OF PRODUCTS AND SERVICES
SYSTEMES ET PROCEDES DESTINES A FACILITER LA VENTE DE PRODUITS ET SERVICES
Patent Applicant/Assignee:
  PROFICIENT SYSTEMS INC, 2859 Paces Ferry Road, Suite 820, Atlanta, GA
    30339, US, US (Residence), US (Nationality), (For all designated states
    except: US)
Patent Applicant/Inventor:
  FREISHTAT Gregg S, 5860 Winterthur Drive, Atlanta, GA 30327, US, US
    (Residence), US (Nationality), (Designated only for: US)
  KAIB Paul, 2384 C Dunwoody Crossing, Dunwoody, GA 30338, US, US
    (Residence), US (Nationality), (Designated only for: US)
  DORAN Stacey, 2625 Century Drive, Cumming, GA 30041, US, US (Residence),
    US (Nationality), (Designated only for: US)
  DERNAVICH Jeffrey S, 3321 Alden Place Drive, NE, Atlanta, GA 30319, US,
    US (Residence), US (Nationality), (Designated only for: US)
  WILSON Jackson L III, 3445 Valley Road, NW, Atlanta, GA 30305, US, US
    (Residence), US (Nationality), (Designated only for: US)
Legal Representative:
  KIRSCH Gregory J (et al) (agent), Needle & Rosenberg, P.C., 999 Peachtree
    Street, Suite 1000, Atlanta, GA 30309-3915, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200459805 A2-A3 20040715 (WO 0459805)
  Application: WO 2003US41090 20031222 (PCT/WO US03041090)
  Priority Application: US 2002326453 20021220
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK
  LR LS LT LU LV MA MD MG MK MN MW MX MZ NI NO NZ OM PG PH PL PT RO RU SC
  SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT RO SE
  SI SK TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) BW GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 9098

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
... In one embodiment, the desktop 220 provides a simple user interface,
  for
  example, enterprise-facing **web** pages, to the ExSACT **matching   engine**
  212 for the enterprise to change the matching rules, introduce new rules,
  or reweigh existing...

...the matching engine. The matching engine also dynamically changes the
  matching 0 rules based on **various** factors, such as sales successes or
  changing market conditions.

  Through this dynamic ranking feature, the...

8/3,K/11   (Item 8 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

01118636   **Image available**
TRADING SYSTEM
SYSTEME DE NEGOCIATION
Patent Applicant/Assignee:
  ELECTRONIC BROKING SERVICES LIMITED, 55-56 Lincoln's Inn Fields, London
    WC2A 3LJ, GB, GB (Residence), GB (Nationality), (For all designated
    states except: US)
Patent Applicant/Inventor:
  SINCLAIR James, 160 West 66th Street, Apt. 44F, New York, NY 10023, US,
    US (Residence), US (Nationality), (Designated only for: US)
  O'HAGAN James, 11 Prides Lane, Englishtown, NJ 07726, US, US (Residence),
    US (Nationality), (Designated only for: US)
  HOWORKA Edward R, 2043 Gates Court, Morris Plains, NJ 07950, US, US
    (Residence), PL (Nationality), (Designated only for: US)
  JAIN Neena, 3756 Victory Street, South Plainfield, NJ 07080, US, US
    (Residence), US (Nationality), (Designated only for: US)
Legal Representative:
  SOFFEN Stephen A (agent), Dickstein Shapiro Morin & Oshinsky LLP, 2101 L
    Street NW, Washigton, DC 20037-1526, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200440422 A2-A3 20040513 (WO 0440422)
  Application: WO 2003US34402 20031029 (PCT/WO US03034402)
  Priority Application: US 2002421792 20021029
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK
  LR LS LT LU LV MA MD MG MK MN MW MX MZ NI NO NZ OM PG PH PL PT RO RU SC
  SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT RO SE
  SI SK TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 14358

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Claims
Claim
... engine for matching orders submitted to
  the system for execution of trades;
  a plurality of trading floors each for submitting
  electronic   trading messages to the **matching   engine** ;
  a market distributor for distributing to each
  trading floor a market view unique to the...

8/3,K/13   (Item 10 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

01102087   **Image available**
**A METHOD OF BUYING OR SELLING ITEMS AND A USER INTERFACE TO FACILITATE THE
    SAME**
**PROCEDE   D'ACHAT   OU   DE   VENTE D'ARTICLES ET INTERFACE UTILISATEUR POUR LE
    FACILITER**
Patent Applicant/Inventor:
  RAM Pranil, c/o Juliet Yu, Unit 5-C, Legaspi Towers 300 Condominium, 2600
      Roxas Boulevard (corner Vito Cruz), Manila City 1000, PH, PH
      (Residence), CA (Nationality)
  ALDOMOVAR Crispin M, 2071-B Nuestra Senora St., Guadalupe, Makati City
      1000, PH, PH (Residence), PH (Nationality), (Designated only for: US)
Legal Representative:
  KEYSER MASON BALL LLP (agent), Four Robert Speck Parkway, Suite 1600,
      Mississauga, Ontario L4Z 1S1, CA,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200425525 A2 20040325 (WO 0425525)
  Application: WO 2003CA1377 20030909 (PCT/WO CA03001377)
  Priority Application: CA 2403300 20020912
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CH CN CO CR CU CZ DE DK DM DZ EC
  EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
  LT LU LV MA MD MG MK MN MW MX MZ NI NO NZ OM PG PH PL PT RO RU SC SD SE
  SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT RO SE
  SI SK TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 65468

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
... of the auction market described in Figure 29. A continuous auction
  market is shown involving **multiple** sellers and **multiple** buyers
  operating in real time to buy and sell a specific item. Differences in
  transaction terms and conditions between **multiple** market participants
  may make it impractical to combine bid and ask auction information into a
  ...

...display bid and ask information specific to its market. Market
  participants may be individual stores, **electronic** networks,, B2B or B2C
  exchanges, **auction** intermediaries, auction **aggregators** , and the like.

  The reference price axis 768 is used to indicate the price of...

  8/3,K/18   (Item 15 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

01026610   **Image available**
**SELECTING AND COMMUNICATING OFFERS OF SERVICES OR PRODUCTS IN RESPONSE TO
    AN INTERROGATION**

**SELECTION ET COMMUNICATION D'OFFRES DE SERVICES OU DE PRODUITS EN REPONSE A
    UNE REQUETE**
Patent Applicant/Assignee:
  MOTOROLA INC, 1303 E. Algonquin Road, Schaumburg, IL 60196, US, US
    (Residence), US (Nationality), (For all designated states except: US)
Patent Applicant/Inventor:
  GOUAICH Abdelkader, Motorola Centre De Recherche, Parc Technologique De
    St Aubin, Route de l'arme Au Merisier, Immeuble Columbia, F-91190
    Gif-Sur-Yvette, FR, FR (Residence), FR (Nationality), (Designated only
    for: US)
  CAMUZARD Frederic, Motorola Centre De Recherche, Parc Technologique De St
    Aubin, Roue de l'arme Au Merisier, Immeuble Columbia, F-91190
    Gif-Sur-Yvette, FR, FR (Residence), FR (Nationality), (Designated only
    for: US)
  CHARLTON Patricia Mary, Motorola Centre De Recherche, Parc Technologique
    De St Aubin, Route de l'arme Au Merisier, Immueble Columbia, F-91190
    Gif-Sur-Yvette, FR, FR (Residence), FR (Nationality), (Designated only
    for: US)
Legal Representative:
  WHARMBY Martin (agent), Motorola Centre De Recherche, Parc Technologique
    De St Aubin, Route de l'arme Au Merisier, Immeuble Columbia, F-91190
    Gif-Sur-Yvette, FR,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200356479 A2 20030710 (WO 0356479)
  Application: WO 2002EP14446 20021218 (PCT/WO EP0214446)
  Priority Application: EP 2001403389 20011228
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
  LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ OM PH PL PT RO RU SC SD SE SG
  SK SL TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SI SK
  TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 4768

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
...   5 specification W00039729 comprises a computer network enabling
    communication between a host computer and a **plurality** of remote
    computers including a request and/or specification database in
    communication with the auction...or more pointers to bidder addresses
    such as an email address and a World Wide **Web** address, a reverse
    auction   engine in communication with the request database and the bid
    database, and a security manager that...

  8/3,K/20   (Item 17 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT

01018909   **Image available**

JMB   Date: 23-Sep-05

METHOD AND SYSTEM FOR MANAGING DISTRIBUTED TRADING DATA
PROCEDE ET SYSTEME DE GESTION DE DONNEES COMMERCIALES DISTRIBUEES
Patent Applicant/Assignee:
  E-XCHANGE ADVANTAGE INC, 51 East 42nd Street, Suite 602, New York, NY
    10017, US, US (Residence), US (Nationality), (For all designated states
    except: US)
Inventor(s):
  FEDERSPIEL Fred J, 12 Gerloch Place, Larchmont, NY 10538, US,
  WAELBROECK Henri, 38A Claremont, Scarsdale, NY 10583, US,
  LOPEZ John E, 25 Burgandy Lane, Nesconset, NY 11767, US,
Legal Representative:
  MORRIS Francis E (et al) (agent), Pennie & Edmonds LLP, 1155 Avenue of
    the Americas, New York, NY 10538, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200348905 A2-A3 20030612 (WO 0348905)
  Application: WO 2002US38945 20021205 (PCT/WO US02038945)
  Priority Application: US 2001336775 20011205; US 2002400467 20020801
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  JP SG
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR IE IT LU MC NL PT SE SI SK
  TR
Publication Language: English
Filing Language: English
Fulltext Word Count: 47409

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
... to, which coordinated services it supports, and what key providers are
    enabled. A system with **multiple** services preferably rely on the method
    known in the art as data-driven routing, which...

...securities listed on the New York Stock Exchange would be routed to an
    alternate Matching **Engine** .

    A preferred matching **engine** , such as the **matching** book of an
    Electronic
    Communications Network (ECN) or an   **auction** server such as in U.S. Pat.
    App. No.

    09/870,849, receives an initiation...

 8/3,K/28   (Item 25 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00910742   **Image available**
SYSTEMS AND METHODS TO FACILITATE SELLING OF PRODUCTS AND SERVICES
SYSTEMES ET PROCEDES POUR FACILITER LA VENTE DES PRODUITS ET SERVICES
Patent Applicant/Assignee:
  PROFICIENT SYSTEMS INC, 2859 Paces Ferry Road, Suite 820, Atlanta, GA
    30339, US, US (Residence), US (Nationality)
Inventor(s):
  FREISHTAT Gregg, 5860 Winterthur Drive, Atlanta, GA 30328, US,
  HUFFORD Steve, 3158 Marne Drive, Atlanta, GA 30305, US,

MCFALL Dodge, 1605 Exeter Court, Marietta, GA 30068, US,
WILSON Jackson, 3445 Valley Road, Atlanta, GA 30305, US,
HYMAN Tonya, 60 West Belle Isle Road, Atlanta, GA 30342, US,
RIJSINGHANI Vikas, 315 Glen Lake Drive, Atlanta, GA 30327, US,
KAIB Paul, 2384C Dunwoody Crossing, Dunwoody, GA 30338, US,
Legal Representative:
TURTON Michael (et al) (agent), Kilpatrick Stockton LLP, Suite 2800, 1100
    Peachtree Street, Atlanta, GA 30309, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200244864 A2 20020606 (WO 0244864)
  Application: WO 2001US48046 20011026 (PCT/WO US0148046)
  Priority Application: US 2000244039 20001026; US 2001922753 20010806
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
  LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU SD SE SG SI SK
  SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 12268

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
... by the opportunitymatching parameters of the system.
  As noted above, the system includes a matching **engine** . The **matching**
  engine dynamically matches SAs with **online** customers based on a
  variety of enterprise and/or system-driven criteria in order to...

...sales and marketing objectives. The matching engine additionally
  dynamically changes the matching criteria based on **various** factors,
  such as sales successes or changing market conditions. The matching
  engine ranks the SAs...In one embodiment, the desktop 220 provides a
  simple user interface, for
  example, enterprise-facing **web** pages, to the ExSACT **matching engine**
  212 for the enterprise to change the matching rules, introduce new rules,
  or reweigh existing based on **various** factors, such as sales successes
  or changing market conditions. Through this dynamic ranking feature, the
  ...

 8/3,K/30   (Item 27 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00896454
REVERSE AUCTION METHOD AND SYSTEM
PROCEDE ET SYSTEME D'ENCHERES INVERSES
Patent Applicant/Assignee:
  ROSENBLUTH INTERNATIONAL INC, 2401 Walnut Street, Philadelphia, PA 19103,
    US, US (Residence), US (Nationality)
Inventor(s):

GALIK Alison Quinn, 136 North Bread Street, #411, Philadelphia, PA 19106,
    US,
BOULT Michael James David, 403 Liberty Lane, Marlton, NJ 08053, US,
Legal Representative:
GREENBAUM Michael C (et al) (agent), Blank Rome Comisky & McCauley LLP,
    Suite 1000, 900 17th Street, NW, Washington, DC 20006, US,
Patent and Priority Information (Country, Number, Date):
    Patent: WO 200229672 A2 20020411 (WO 0229672)
    Application: WO 2001US30699 20011003 (PCT/WO US0130699)
    Priority Application: US 2000678387 20001003
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
    AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
    EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
    LS LT LU LV MA MD MG MK MN MW MX MZ NO NZ PH PL PT RO RU SD SE SG SI SK
    SL TJ TM TR TT TZ UA UG UZ VN YU ZA ZW
    (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
    (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
    (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
    (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 6105

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
    Detailed Description

Detailed Description
... the buyer is willing to pay per ticket. The specified information is
    forwarded by the **on - line auction** provider to **several** airlines or
    agents in an attempt to obtain the tickets at the desired price.

    The buyer then receives...

 8/3,K/33   (Item 30 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00876875   **Image available**
**METHOD AND SYSTEM OF PROVIDING COMPETITIVE COMPARATIVE TERMS TO THE USER
PROCEDE ET SYSTEME PERMETTANT DE DONNER A L'UTILISATEUR DES MODALITES
    COMPARATIVES COMPETITIVES**
Patent Applicant/Assignee:
    REALHOME COM, 1100 Summer Street, Stamford, CT 06905, US, US (Residence),
    US (Nationality)
Inventor(s):
    ROLL Richard J, Unit 141, 105 Harbor Drive, Stamford, CT 06902, US,
    BIBAS Gregory M, 116 Weed Street, New Canaan, CT 06840, US,
Legal Representative:
    RUGGIERO Charles N J (agent), Ohlandt, Greeley, Ruggiero & Perle, L.L.P.,
    10th Floor, One Landmark Square, Stamford, CT 06901-2682, US,
Patent and Priority Information (Country, Number, Date):
    Patent: WO 200211042 A1 20020207 (WO 0211042)
    Application: WO 2001US41456 20010727 (PCT/WO US0141456)
    Priority Application: US 2000221809 20000731
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)

```
AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
```
Publication Language: English
Filing Language: English
Fulltext Word Count: 5745

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
...   but are not limited
  to, advertisements in magazines; mortgage rate pages
  showing mortgage rates from **various** providers in a
  tabular, side-by-side format; coupon mailers showing
   various manufacturers promoting similar products;
  Internet web sites which search other web sites based
  on a particular product and return the prices available
  from other sites (e.g., shopping **bots**); and **auction** and
  reverse 1auction Internet Web sites and other services.

  Each of the above-mentioned services provide some
  comparable pricing for...

 8/3,K/41   (Item 38 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00850766   **Image available**
METHOD AND APPARATUS FOR CONDUCTING A BIDDING SESSION
PROCEDE ET DISPOSITIF PERMETTANT DE CONDUIRE UNE SESSION D'ENCHERES
Patent Applicant/Assignee:
  McKINSEY & COMPANY INC, 55 East 52nd Street, New York, NY 10022, US, US
    (Residence), US (Nationality)
Inventor(s):
  CUONG V Do, McKinsey & Company, 27 Floor, Seoul Finance Center, 63
    Mugyo-dong, Jung-gu 100-768, KR,
Legal Representative:
  WHITE Grady L (agent), Covington & Burling, 1201 Pennsylvania Avenue, NW,
    Washington, DC 20044-2401, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200184448 A1 20011108 (WO 0184448)
  Application: WO 2001US14303 20010503 (PCT/WO US0114303)
  Priority Application: US 2000201742 20000504
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
```
AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ
TM TR TT TZ UA UG UZ VN YU ZA ZW
(EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
```

(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 13842

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
... where these bidding sessions - 10 tal.,e place, are also known in the
art as " **online   auctions** ," "B2B exchanges," or "e
commerce **portals** ."
In a preferred embodiment, a bidding session system according to the
present invention allows the...

...extended as long as bidders are subinitting new bids, whether the
bidding session will span **multiple** rounds of bidding, whether the
bidding session will provide "price blind" bidding to avoid collusive
behavior among bidders, or whether the bidding session will provide for
simultancous bidding on **multiple** types of products.

The present invention also allows bidders to receive immediate
unsolicited feedback on...

 8/3,K/44   (Item 41 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00843143
SYSTEM AND METHOD FOR MULTI-VARIABLE AUCTIONS
SYSTEME ET PROCEDE D'ENCHERES A VARIABLES MULTIPLES
Patent Applicant/Assignee:
  DIRECTPLACEMENT COM INC, Suite 540, 3655 Nobel Drive, San Diego, CA 92122
    , US, US (Residence), US (Nationality)
Inventor(s):
  OVERSTREET Brian M, 556 Arenas Street, La Jolla, CA 92037, US,
  KYLE Robert F, 26490-B Paseo Del Mar, San Juan Capistrano, CA 92675, US,
  WHITE Howard S, 6885 Paseo Laredo, La Jolla, CA 92037, US,
Legal Representative:
  HUNT Dale C (agent), Knobbe, Martens, Olson & Bear, LLP, 16th Floor, 620
    Newport Center Drive, Newport Beach, CA 92660, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200175740 A2 20011011 (WO 0175740)
  Application: WO 2001US10568 20010330 (PCT/WO US0110568)
  Priority Application: US 2000540923 20000331; US 2000539853 20000331
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY BZ CA CH CN CR CU
  CZ CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ
  EE EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL
  IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO
  NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG
  UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English

Filing Language: English
Fulltext Word Count: 10097

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
... distributed objects 260, and other enterprise systems 265 or legacy
  systems. In other embodiments, the **bidding** **engine** 230 and **web** page
  engine 240 may be combined, subdivided, or partitioned in any number of
  ways.
  In one embodiment...

 8/3,K/45   (Item 42 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00837829   **Image available**
METHOD AND SYSTEM FOR BIDDING ON MULTIPLE AUCTIONS
PROCEDE ET SYSTEME D'OFFRE DANS DES VENTES AUX ENCHERES MULTIPLES
Patent Applicant/Assignee:
  AMAZON COM INC, 1200 12th Avenue South, Seattle, WA 98144, US, US
    (Residence), US (Nationality)
Inventor(s):
  KUMAR Suresh, 3809 131st Lane SE, Apt. J-7, Bellevue, WA, US,
Legal Representative:
  PIRIO Maurice J (et al) (agent), Perkins Coie LLP, P.O. Box 1247,
    Seattle, WA 98111-1247, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200171453 A2 20010927 (WO 0171453)
  Application: . WO 2001US8310 20010316 (PCT/WO US0108310)
  Priority Application: US 2000531703 20000320
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS
  LT LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ
  TM TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 7074

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
... or
  systems. For example, the MA bidding system can place bids on auctions
  conducted at **various** auction sites. The MA bidding system can be
  implemented as a web site whose primary function is to control bidding at
  auctions conducted by **various** other **web** sites. Also, the MA
  bidding

engine , the define MA bid component, and the MA bid database may be
30 implemented as...

...in an electronic mail environment in which electronic mail messages may
describe an auction. Also, **various** communication channels may be used
such as a local area network, wide area network, or...

...or software that can support these concepts. In particular, a web
server may actually include **multiple** computers. A client system may
comprise any combination of hardware or software that m'teract with the
io server system. These client systems may include television-based
systems
and **various** other consumer products through which auctions can be
conducted.

Figures 5-8 are flow diagrams...

8/3,K/52   (Item 49 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00804485
**VIRTUAL   TRADING   FLOOR   AND   INTELLIGENT   AGENTS   FOR   TELECOMMUNICATIONS
    PRODUCTS AND SERVICES**
**PARQUET   BOURSIER   VIRTUEL ET AGENTS INTELLIGENTS POUR PRODUITS ET SERVICES
    DE TELECOMMUNICATIONS**
Patent Applicant/Assignee:
  THE GLOBAL TELEEXCHANGE INC, Suite 155, 1420 Spring Hill Road, McLean, VA
    22102, US, US (Residence), US (Nationality)
Inventor(s):
  ANDERSON Phillip D, 10125 Wendover Drive, Vienna, VA 22181, US,
  GUARD Richard A, 745 Kentland Drive, Great Falls, VA 22066, US,
  REDBERG David A, 15 Hubbard Park, Red Bank, NJ 07701, US,
Legal Representative:
  GOWDEY Peter W (et al) (agent), Pillsbury Madison & Sutro LLP, 1100 New
    York Avenue, NW, Washington, DC 20005, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200137509 A2-A3 20010525 (WO 0137509)
  Application: WO 2000US30147 20001120 (PCT/WO US0030147)
  Priority Application: US 99166170 19991118; US 2000667687 20000922
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD 'SE SG SI SK SL TJ TM
  TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 12774

...International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description

... collocation space.

Thus are provided systems, methods and devices, including, incorporating
or cooperating with a **virtual trading** floor and associated
intelligent **agents** for **various** I 0 products and/or services
(including, without limitation, minutes, bandwidth, dark fiber, ducts,
IPT...

8/3,K/53   (Item 50 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00795138
SYSTEM AND METHOD FOR INTEGRATING MULTIPLE TRADING ENGINES
SYSTEME ET PROCEDE D'INTEGRATION DE MOTEURS COMMERCIAUX MULTIPLES
Patent Applicant/Assignee:
  CYCLONE COMMERCE INC, 8388 E.Hartford Drive, Scottsdale, AZ 85255, US, US
    (Residence), US (Nationality), (For all designated states except: US)
Patent Applicant/Inventor:
  KURTH Lloyd N, 815 E. Grovers Avenue, Villa 61, Phoenix, Arizona
    85022-1923, US, US (Residence), US (Nationality), (Designated only for:
    US)
  BENNETT David, 6443 E. Gelding Drive, Scottsdale, Arizona 85254, US, US
    (Residence), US (Nationality), (Designated only for: US)
  DOCTER Richard, 4315 East Coolbrook Avenue, Phoneix, Arizona 85032, US,
    US (Residence), US (Nationality), (Designated only for: US)
  DUNIGAN Bill, 23422 North 21st Place, Phoenix, Arizona 85024, US, US
    (Residence), US (Nationality), (Designated only for: US)
  FISHER Tim, -, -- (Residence), -- (Nationality), (Designated only for:
    US)
  RANE Abhijit, 2039 E. Broadway, #98, Tempe, Arizona 85282, IN, US
    (Residence), US (Nationality), (Designated only for: US)
Legal Representative:
  MEHRA Shailesh (agent), Wilson Sonsini Goodrich & Rosati, 650 Page Mill
    Road, Palo Alto, CA 94304-1050, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200127851 A2 20010419 (WO 0127851)
  Application: WO 2000US28674 20001016 (PCT/WO US00028674)
  Priority Application: US 99159617 19991014; US 2000687534 20001013
Parent Application/Grant:
  Related by Continuation to: US 99159617 19991014 (CIP); US 2000687534
    20001013 (CIP)
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
  TR TT TZ UA UG US UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 7933

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
  SYSTEM AND METHOD FOR INTEGRATING **MULTIPLE**
  TRADING ENGINES
  Field of the Invention
  This invention relates to the field of computer networking...

  ...invention relates to an architecture used to facilitate business to
  business commerce by use of **on - line   trading   engines** .

  Description of the Related Art
  I 0 The field of business to business commerce is...

  8/3,K/66   (Item 63 from file: 349)
  DIALOG(R)File 349:PCT FULLTEXT
  (c) 2005 WIPO/Univentio. All rts. reserv.

00576356   **Image available**
**METHOD AND SYSTEM FOR PROCESSING AND TRANSMITTING ELECTRONIC REVERSE
    AUCTION INFORMATION**
**PROCEDE   ET   SYSTEME   DE   TRAITEMENT   ET   DE   TRANSMISSION   DE   DONNEES
    ELECTRONIQUES DE MISE AUX ENCHERES INVERSEES**
Patent Applicant/Assignee:
  CARLTON-FOSS John,
Inventor(s):
  CARLTON-FOSS John,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200039729 A1 20000706 (WO 0039729)
  Application: WO 99US30609 19991220 (PCT/WO US9930609)
  Priority Application: US 98113874 19981227; US 99332321 19990614
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AL AM AT AU AZ BA BB BG BR BY CA CH CN CR CU CZ DE DK DM EE ES FI GB
  GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA
  MD MG MK MN MW MX NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT TZ UA
  UG UZ VN YU ZA ZW GH GM KE LS MW SD SL SZ TZ UG ZW AM AZ BY KG KZ MD RU
  TJ TM AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE BF BJ CF CG
  CI CM GA GN GW ML MR NE SN TD TG
Publication Language: English
Fulltext Word Count: 10940

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
...   invention further provides, in a computer
  network enabling communication between a host computer and a
  plurality of remote computers, or in a peer computer network
  enabling communication between one peer computer and a
  10 **plurality** of other peer computers, a reverse auction
  information and processing system implemented as a computer...

...or more pointers to bidder addresses such
  as an email address and a World Wide **Web** address, a reverse
  auction   engine in communication with the request database and
  the bid database, and a security manager that...

 8/TI/1   (Item 1 from file: 348)
DIALOG(R)File 348:(c) 2005 European Patent Office. All rts. reserv.

**Selecting and communicating offers of services or products in response to
    an interrogation**
**Auswahlen und Kommunizieren von Angeboten von Diensten oder Produkten als
    Antwort auf eine Abfrage**
**Selection et communication d'offres de services ou de produits en reponse a
    une interrogation**

 8/TI/2   (Item 2 from file: 348)
DIALOG(R)File 348:(c) 2005 European Patent Office. All rts. reserv.

**Systems and methods for improving the liquidity and distribution network
    for luxury and other illiquid items**
**Systeme und Verfahren zur Verbesserung der Liquiditat und des
    Distributionsnetzes von Luxusartikeln und anderen illiquiden Artikeln**
**Systemes et procedes pour l'amelioration de la liquidite et du resau de
    distribution d'objets de luxe et d'autres objets peu liquides**

 8/TI/3   (Item 3 from file: 348)
DIALOG(R)File 348:(c) 2005 European Patent Office. All rts. reserv.

STORAGE SYSTEM AND STORAGE METHOD FOR DISTRIBUTED STORAGE
SPEICHERSYSTEM UND SPEICHERVERFAHREN FUR EIN VERTEILTES SPEICHERSYSTEM
SYSTEME ET PROCEDE DE STOCKAGE POUR MEMOIRE REPARTIE

 8/TI/4   (Item 1 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

NEGOTIATION SYSTEM
SYSTEME DE NEGOCIATION

 8/TI/5   (Item 2 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

METHOD AND APPARATUS FOR CLIENT-IN-CHARGE BUSINESS TRANSACTION PROCESSING
**PROCEDE ET APPAREIL DE TRAITEMENT DE TRANSACTIONS COMMERCIALES AVEC
    RESPONSABILITE DEVOLUE AU CLIENT**

 8/TI/6   (Item 3 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

ELECTRO-DYNAMIC PRICING EXCHANGE
ECHANGE DE TARIFICATION ELECTRODYNAMIQUE

 8/TI/7   (Item 4 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

AUTOMATING PAYMENT FOR A NETWORK-BASED COMMERCE TRANSACTION
**PROCEDE ET SYSTEME D'AUTOMATISATION DE PAIEMENT POUR UNE TRANSACTION
    COMMERCIALE**

8/TI/8   (Item 5 from file: 349)

METHOD AND SYSTEM FOR AN AUCTION
PROCEDE ET SYSTEME POUR CONDUIRE UNE VENTE AUX ENCHERES

8/TI/9   (Item 6 from file: 349)

SYSTEMS AND METHODS TO FACILITATE SELLING OF PRODUCTS AND SERVICES
SYSTEMES ET PROCEDES DESTINES A FACILITER LA VENTE DE PRODUITS ET SERVICES

8/TI/10   (Item 7 from file: 349)

SEARCH ENGINE RESULT REPORTER
RAPPORTEUR DE RESULTATS D'UN MOTEUR DE RECHERCHE

8/TI/11   (Item 8 from file: 349)

TRADING SYSTEM
SYSTEME DE NEGOCIATION

8/TI/12   (Item 9 from file: 349)

METHOD FOR PROVIDING STOCK INVESTMENT GAME IN WEB SERVER
**PROCEDE PERMETTANT DE FOURNIR UN JEU D'INVESTISSEMENT EN BOURSE SUR UN
    SERVEUR WEB**

8/TI/13   (Item 10 from file: 349)

**A METHOD OF BUYING OR SELLING ITEMS AND A USER INTERFACE TO FACILITATE THE
    SAME**
**PROCEDE D'ACHAT OU DE VENTE D'ARTICLES ET INTERFACE UTILISATEUR POUR LE
    FACILITER**

8/TI/14   (Item 11 from file: 349)

MEDIA INDEXING BEACON AND CAPTURE DEVICE
BALISE D'INDEXAGE MULTIMEDIA ET DISPOSITIF DE CAPTURE

8/TI/15   (Item 12 from file: 349)

**DERIVATIVES HAVING DEMAND-BASED, ADJUSTABLE RETURNS, AND TRADING EXCHANGE
    THEREFOR**
**PRODUITS DERIVES PRESENTANT DES RENDEMENTS AJUSTABLES BASES SUR LA DEMANDE
    ET ECHANGES COMMERCIAUX ASSOCIES**

8/TI/16   (Item 13 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

PERSONAL COMPUTER INTEGRATED WITH PERSONAL DIGITAL ASSISTANT
ORDINATEUR PERSONNEL INTEGRE A UN ASSISTANT NUMERIQUE

8/TI/17   (Item 14 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

DEMAND-INITIATED INTELLIGENT NEGOTIATION AGENTS IN A DISTRIBUTED SYSTEM
AGENTS INTELLIGENTS DE NEGOTIATION OUVERTS A DES DEMANDES SITUES DANS UN
    SYSTEME REPARTI

8/TI/18   (Item 15 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SELECTING AND COMMUNICATING OFFERS OF SERVICES OR PRODUCTS IN RESPONSE TO
    AN INTERROGATION
SELECTION ET COMMUNICATION D'OFFRES DE SERVICES OU DE PRODUITS EN REPONSE A
    UNE REQUETE

8/TI/19   (Item 16 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEMS AND METHODS FOR IMPROVING THE LIQUIDITY AND DISTRIBUTION NETWORK
    FOR LUXURY AND OTHER ILLIQUID ITEMS
SYSTEMES ET PROCEDES POUR AMELIORER LE RESEAU DE LIQUIDITES ET DE
    DISTRIBUTION D'ARTICLES DE LUXE OU AUTRES ARTICLES ILLIQUIDES

8/TI/20   (Item 17 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

METHOD AND SYSTEM FOR MANAGING DISTRIBUTED TRADING DATA
PROCEDE ET SYSTEME DE GESTION DE DONNEES COMMERCIALES DISTRIBUEES

8/TI/21   (Item 18 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR AUDIO-VISUAL ONE-ON-ONE REAL TIME SUPERVISION
SYSTEME ET PROCEDE DE SUPERVISON AUDIOVISUELLE EN TEMPS REEL INDIVIDUALISEE

8/TI/22   (Item 19 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

METHOD AND APPARATUS FOR USING A TRANSACTION SYSTEM INVOLVING FUNGIBLE,
    EPHEMERAL COMMODITIES INCLUDING ELECTRICAL POWER
PROCEDE ET APPAREIL METTANT EN OEUVRE UN SYSTEME DE TRANSACTION DE BIENS
    FONGIBLES EPHEMERES COMPRENANT L'ENERGIE ELECTRIQUE

8/TI/23   (Item 20 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**EXTENDED WEB ENABLED MULTI-FEATURED BUSINESS TO BUSINESS COMPUTER SYSTEM
     FOR RENTAL VEHICLE SERVICES**
**SYSTEME INFORMATIQUE INTERENTREPRISES A ELEMENTS MULTIPLES A ACCES INTERNET
     POUR SERVICES DE LOCATION DE VEHICULES**

8/TI/24   (Item 21 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

A METHOD AND SYSTEMS FOR CREATING E-MARKETPLACE OPERATIONS
**PROCEDE   ET   SYSTEMES DE CREATION D'OPERATIONS DE PLACES DE MARCHE
     ELECTRONIQUES**

8/TI/25   (Item 22 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**WEB BASED SYSTEM AND METHOD FOR MANAGING BUSINESS TO BUSINESS ONLINE
     TRANSACTIONS**
**SYSTEME ET PROCEDE BASES SUR LE WEB POUR GERER DES TRANSACTIONS EN LIGNE
     ENTRE ENTREPRISES**

8/TI/26   (Item 23 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**A DYNAMIC OBJECT TYPE FOR INFORMATION MANAGEMENT AND REAL TIME GRAPHIC
     COLLABORATION**
**TYPE D'OBJET DYNAMIQUE UTILISE DANS LA GESTION D'INFORMATIONS ET LA
     COLLABORATION GRAPHIQUE EN TEMPS REEL**

8/TI/27   (Item 24 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

BULK PURCHASE BUSINESS SYSTEM AND METHOD
SYSTEME ET PROCEDE DE GESTION D'ACHATS EN GROS

8/TI/28   (Item 25 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEMS AND METHODS TO FACILITATE SELLING OF PRODUCTS AND SERVICES
SYSTEMES ET PROCEDES POUR FACILITER LA VENTE DES PRODUITS ET SERVICES

8/TI/29   (Item 26 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

APPARATUS AND METHOD FOR ORGANIZING AND/OR PRESENTING DATA
SYSTEME ET PROCEDE D'ORGANISATION ET/OU DE PRESENTATION DE DONNEES

8/TI/30   (Item 27 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

REVERSE AUCTION METHOD AND SYSTEM
PROCEDE ET SYSTEME D'ENCHERES INVERSES

8/TI/31   (Item 28 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR PROTECTING POSITIONS IN VOLATILE MARKETS
SYSTEME ET PROCEDE PERMETTANT DE PROTEGER DES POSITIONS DANS DES MARCHES
    VOLATILS

8/TI/32   (Item 29 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

INTERNET BASED METHOD FOR ASSET RECOVERY MAXIMIZATION THROUGH REVERSE
    LOGISTICS OPTIMIZATION AND UTILIZING NEW SELLER INCENTIVE METHODOLOGY
PROCEDES FONDES SUR INTERNET PERMETTANT DE MAXIMISER LA RECUPERATION
    D'ELEMENTS D'ACTIF AU MOYEN D'UNE OPTIMISATION DE LA LOGISTIQUE INVERSE
    ET **UTILISATION D'UNE NOUVELLE METHODOLOGIE INCITATIVE POUR LES VENDEURS**

8/TI/33   (Item 30 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

METHOD AND SYSTEM OF PROVIDING COMPETITIVE COMPARATIVE TERMS TO THE USER
PROCEDE ET SYSTEME PERMETTANT DE DONNER A L'UTILISATEUR DES MODALITES
    COMPARATIVES COMPETITIVES

8/TI/34   (Item 31 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM, METHOD AND COMPUTER PROGRAM PRODUCT FOR DEVICE, OPERATING SYSTEM,
    AND NETWORK TRANSPORT NEUTRAL SECURE INTERACTIVE MULTI-MEDIA MESSAGING
SYSTEME, PROCEDE ET PRODUIT PROGRAMME D'ORDINATEUR POUR APPAREIL, SYSTEME
    D'EXPLOITATION ET MESSAGERIE MULTIMEDIA INTERACTIVE RESEAU, NEUTRE ET
    SECURISEE

8/TI/35   (Item 32 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR PHYSICALS COMMODITY TRADING
SYSTEME ET PROCEDE POUR NEGOCIER DES MARCHANDISES REELLES

8/TI/36   (Item 33 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

E-COMMERCE REAL TIME DEMAND AND PRICING SYSTEM AND METHOD
COMMERCE ELECTRONIQUE: SYSTEME ET PROCEDE DE DEMANDE ET DE CALCUL DES PRIX
    EN TEMPS REEL

8/TI/37   (Item 34 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR SOURCING, PURCHASING AND ANALYSIS ACROSS MULTIPLE
    COMMERCIAL MARKETPLACE
SYSTEME ET PROCEDE DE SOURCAGE, D'ACHAT ET D'ANALYSE SUR DES MARCHES
    COMMERCIAUX MULTIPLES

8/TI/38   (Item 35 from file: 349)

**METHOD AND SYSTEM FOR PROVIDING AN INTELLIGENT GOAL-ORIENTED USER INTERFACE
    TO DATA AND SERVICES**
**PROCEDE ET SYSTEME FOURNISSANT UNE INTERFACE UTILISATEUR INTELLIGENTE
    ORIENTEE OBJECTIF EN VUE D'OBTENIR DES DONNEES ET DES SERVICES**

8/TI/39   (Item 36 from file: 349)

INTERACTIVE BUSINESS MATCHING AND PROMOTION
**ETABLISSEMENT DE CORRESPONDANCES POUR DES TRANSACTIONS COMMERCIALES
    INTERACTIVES ET PROMOTION DE CELLES-CI**

8/TI/40   (Item 37 from file: 349)

**SYSTEM FOR TRADING, SCHEDULING AND SETTLING TRANSACTIONS INVOLVING
    FUNGIBLE, EPHEMERAL COMMODITIES INCLUDING POWER AND METHOD THEREFOR**
**PROCEDE ET APPAREIL DESTINE A UN SYSTEME DE MOTEUR SUPPORTANT DES
    TRANSACTIONS, DES ORDONNANCEMENTS ET DES REGLEMENTS CONCERNANT DES
    MARCHANDISES FONGIBLES ET EPHEMERES, DONT L'ENERGIE ELECTRIQUE**

8/TI/41   (Item 38 from file: 349)

METHOD AND APPARATUS FOR CONDUCTING A BIDDING SESSION
PROCEDE ET DISPOSITIF PERMETTANT DE CONDUIRE UNE SESSION D'ENCHERES

8/TI/42   (Item 39 from file: 349)

**INTERNET-BASED SYSTEMS AND METHODS FOR REALLOCATING AND SELLING USED
    INDUSTRIAL EQUIPMENT AND MACHINERY**
**SYSTEMES ET PROCEDES SE BASANT SUR L'UTILISATION D'INTERNET POUR LA
    REDISTRIBUTION ET LA VENTE D'EQUIPEMENTS ET MATERIEL INDUSTRIELS USAGES**

8/TI/43   (Item 40 from file: 349)

**A SYSTEM AND METHOD FOR FINDING AND MATCHING TRANSACTION COUNTER PARTIES IN
    LESS LIQUID MARKETS**
**SYSTEME ET PROCEDE POUR TROUVER ET METTRE EN RELATION DES CONTREPARTIES
    POUR DES TRANSACTIONS SUR DES MARCHES DE MOINDRE LIQUIDITE**

8/TI/44   (Item 41 from file: 349)

SYSTEM AND METHOD FOR MULTI-VARIABLE AUCTIONS
SYSTEME ET PROCEDE D'ENCHERES A VARIABLES MULTIPLES

8/TI/45   (Item 42 from file: 349)

METHOD AND SYSTEM FOR BIDDING ON MULTIPLE AUCTIONS
PROCEDE ET SYSTEME D'OFFRE DANS DES VENTES AUX ENCHERES MULTIPLES

8/TI/46   (Item 43 from file: 349)

SYSTEMS AND METHODS FOR HANDLING USER-PROVIDED INFORMATION ON A NETWORK
SYSTEMES ET   PROCEDES DE GESTION D'INFORMATIONS FOURNIES PAR L'UTILISATEUR
    DANS UN RESEAU

8/TI/47   (Item 44 from file: 349)

SYSTEM AND METHOD FOR CREATING, DISTRIBUTING AND MANAGING ARTIFICIAL AGENTS
SYSTEME ET   METHODE PERMETTANT DE CREER, DE DISTRIBUER ET DE GERER DES
    AGENTS ARTIFICIELS

8/TI/48   (Item 45 from file: 349)

A FACILE DISCRIMINATORY MERCANTILE METHOD
PROCEDE MERCANTILE DISCRIMINATOIRE FACILE

8/TI/49   (Item 46 from file: 349)

TECHNOLOGY SHARING DURING ASSET MANAGEMENT AND ASSET TRACKING IN A
    NETWORK-BASED SUPPLY CHAIN ENVIRONMENT AND METHOD THEREOF
PARTAGE TECHNOLOGIQUE LORS DE LA GESTION ET DU SUIVI DU PARC INFORMATIQUE
    DANS UN ENVIRONNEMENT DU TYPE CHAINE D'APPROVISIONNEMENT RESEAUTEE, ET
    PROCEDE ASSOCIE

8/TI/50   (Item 47 from file: 349)

METHOD FOR AFFORDING A MARKET SPACE INTERFACE BETWEEN A PLURALITY OF
    MANUFACTURERS AND SERVICE PROVIDERS AND INSTALLATION MANAGEMENT VIA A
    MARKET SPACE INTERFACE
PROCEDE DE MISE A DISPOSITION D'UNE INTERFACE D'ESPACE DE MARCHE ENTRE UNE
    PLURALITE DE FABRICANTS ET DES FOURNISSEURS DE SERVICES ET GESTION
    D'UNE INSTALLATION VIA UNE INTERFACE D'ESPACE DE MARCHE

8/TI/51   (Item 48 from file: 349)

METHOD AND APPARATUS FOR AN E-MAIL AFFILIATE PROGRAM
PROCEDE ET DISPOSITIF DESTINES A UN PROGRAMME D'AFFILIATION DE COURRIER
    ELECTRONIQUE

8/TI/52   (Item 49 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**VIRTUAL   TRADING   FLOOR   AND   INTELLIGENT   AGENTS   FOR   TELECOMMUNICATIONS
    PRODUCTS AND SERVICES
PARQUET   BOURSIER   VIRTUEL   ET   AGENTS   INTELLIGENTS   POUR   PRODUITS   ET   SERVICES
    DE TELECOMMUNICATIONS**

8/TI/53   (Item 50 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SYSTEM AND METHOD FOR INTEGRATING MULTIPLE TRADING ENGINES
SYSTEME ET PROCEDE D'INTEGRATION DE MOTEURS COMMERCIAUX MULTIPLES**

8/TI/54   (Item 51 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**METHOD   AND   SYSTEM   FOR   FACILITATING   AUTOMATED   INTERACTION   OF   MARKETABLE
    RETAIL ORDERS AND PROFESSIONAL TRADING INTEREST AT PASSIVELY DETERMINED
    PRICES
PROCEDE   ET   SYSTEME PERMETTANT DE FACILITER L'INTERACTION INFORMATISEE DES
    ORDRES DE NEGOCIATION DES PARTICULIERS ET DE LA PARTICIPATION AU MARCHE
    PROFESSIONNEL A DES COURS DETERMINES DE FACON PASSIVE**

8/TI/55   (Item 52 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**CONTENT DISTRIBUTION SYSTEM AND METHOD
SYSTEME ET PROCEDE DE DISTRIBUTION DE CONTENU**

8/TI/56   (Item 53 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**ELECTRONIC   SYSTEMS   FORMED OF MARKET ENGINES HAVING INTEGRATED TRANSACTION
    UNITS
SYSTEMES ELECTRONIQUES CONSTITUES DE MOTEURS FINANCIERS ET EQUIPES D'UNITES
    DE TRANSACTION INTEGREES**

8/TI/57   (Item 54 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SYSTEM   AND   METHOD   FOR AUTOMATED CONTRACT FORMATION SYSTEM AND METHOD FOR
    AUTOMATED CONTRACT FORMATION
SYSTEME ET PROCEDE DE CONSTITUTION AUTOMATIQUE DE CONTRAT**

8/TI/58   (Item 55 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SYSTEMS,   METHODS   AND COMPUTER PROGRAM PRODUCTS FOR A USAGE AWARDS PROGRAM
    AND RELATED POINTS BASED AUCTION
SYSTEMES,   PROCEDES   ET PROGICIELS POUR ACTIONS DE RECOMPENSE D'UTILISATION**

ET VENTE AUX ENCHERES SUR LA BASE DE POINTS Y AFFERENTS

8/TI/59   (Item 56 from file: 349)

PRIVACY PRESERVING NEGOTIATION AND COMPUTATION
NEGOCIATION ET CALCUL PERMETTANT DE PROTEGER LA CONFIDENTIALITE

8/TI/60   (Item 57 from file: 349)

MECHANICAL ENGINEERING WEB PORTAL
PORTIQUE WEB TECHNIQUE

8/TI/61   (Item 58 from file: 349)

INTELLIGENT TRANSACTION MANAGEMENT (ITM)
GESTION INTELLIGENTE DE TRANSACTIONS (ITM)

8/TI/62   (Item 59 from file: 349)

SYSTEMS AND METHODS FOR ELECTRONIC COMMERCE
SYSTEMES ET PROCEDES DE COMMERCE ELECTRONIQUE

8/TI/63   (Item 60 from file: 349)

NETWORK-BASED SYSTEM FOR THE MANUFACTURE OF PARTS IN A VIRTUAL
     COLLABORATIVE ENVIRONMENT
SYSTEME EN RESEAU POUR LA FABRICATION DE PRODUITS AU SEIN D'UN
     ENVIRONNEMENT COOPERATIF VIRTUEL

8/TI/64   (Item 61 from file: 349)

E-COMMERCE METHOD AND SYSTEM FOR ONLINE OPPORTUNISTIC AUCTIONS IN
     COMMERCIAL SECONDARY MARKETS
PROCEDE ET SYSTEME DE COMMERCE ELECTRONIQUE POUR ENCHERES OPPORTUNISTES EN
     LIGNE SUR DES MARCHES COMMERCIAUX SECONDAIRES

8/TI/65   (Item 62 from file: 349)

METHOD AND APPARATUS FOR IMPROVED DOCUMENT SEARCHING
PROCEDE ET APPAREIL POUR AMELIORER LA RECHERCHE DE DOCUMENTS

8/TI/66   (Item 63 from file: 349)

METHOD AND SYSTEM FOR PROCESSING AND TRANSMITTING ELECTRONIC REVERSE

AUCTION INFORMATION
PROCEDE   ET   SYSTEME   DE   TRAITEMENT   ET   DE   TRANSMISSION   DE   DONNEES
ELECTRONIQUES DE MISE AUX ENCHERES INVERSEES

8/TI/67   (Item 64 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

INTERNET ADVERTISING SYSTEM
SYSTEME PUBLICITAIRE SUR INTERNET

8/TI/68   (Item 65 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

ACCESS SYSTEM FOR DISTRIBUTED STORAGE
SYSTEME D'ACCES POUR MEMOIRE REPARTIE

02245892   SUPPLIER NUMBER: 53250770   (THIS IS THE FULL TEXT)
**OpenSite Arms Aspiring Auction Sites.(with online auction software and
   services)(Company Business and Marketing)**
Andrews, Whit
Internet World, 17(1)
Nov 16, 1998
ISSN: 1081-3071   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 951   LINE COUNT: 00077

TEXT:
     ENTREPRENEUR ED Rosenberg has about 150 beer stems, shot glasses, and
similar festive whatnots for sale at CollectEx, his new collectible auction
site.
     Nice inventory. But consider the competition: eBay has 2,000 items in
its "Stems and Drinkware" section. Plus, give or take, about a million
other items for sale at any given moment. It's a daunting prospect.
     And yet small retailers like Ed Rosenberg are a major component in
the strategy of OpenSite, a startup auction-technology provider. Founded in
1996, the 45-employee Raleigh, NC., company claims a customer list of more
than 175 retailers and enterprises running public and private auction
sites, each having paid between $5,000 and $100,000 for the privilege,
license, and services included. It's starting to look like a lucrative
market. Analyst Vernon Keenan projects that auction-priced sales on the
Internet will rise from $40 million in 1998, about 10 percent of all
Internet sales, to $446 million in 2002, or about 29 percent of total
Internet sales.
     Numbers like that are invigorating upstarts such as eBay, as well as
service and software providers such as OpenSite-and are drawing giants such
as Microsoft, which announced last month that its Site Server Commerce
Edition will incorporate basic auction technology.
     But one must still wonder what small players like Rosenberg are
thinking as they square off against eBay, with its fresh infusion of Wall
Street cash. And by extension, what can OpenSite be thinking as it stares
at the sole of Microsoft's vast boot?
     "EBay has grown to be such a monster," answered Rosenberg, who
started CollectEx recently after selling his first auction site, Stein
Auction. "Why does anybody open up a Mom-and-Pop store when there's a
Wal-Mart in town?"
     That's a good question on its own, and Rosenberg ticks off responses
as they relate to the Internet auction business, most of which come down to
the small retailer's claim to address the details better.
     Rosenberg vets every auctioneer, for example, trying to be sure
they're legitimate dealers. He'll take stuff on consignment to verify
quality. If something goes wrong in a sale, he answers the phone and
provides customer service on the spot. He believes no one has ever been a
victim of fraud on his site.
     In contrast, eBay allows the community to vet new sellers, won't take
inventory risk, and has e-mail, not telephone, support.
     OpenSite cites the same list of reasons for why huge auctioneers such
as eBay and Onsale can't corner the market and thus deny OpenSite's
customers a sector. And then it joins the legions of developers who have
gone before it in saying that Microsoft's announcement of interest in
auctions "validates" its market.
     Microsoft's validation has had different results in the past:
Sometimes, Microsoft's platform strategies lift the dirty work from
third-party developers, making it possible for them to concentrate on
features that make their products better.
     Other times, Microsoft's validation of a company s strategy is mere

prelude to irrelevance, and the list of such fade-aways on the Internet is long: push provider Intermind, FTP Software, and Free-Loader come to mind.

OpenSite CEO Michael Brader-Araje vows OpenSite will not join their number, but will be one of the relatively few who stay ahead of Microsoft long enough to establish themselves as having unique capabilities.

"I don't view them as a threat but more as a partner," he said. Microsoft's inclusion of auction basics in Site Server "drastically opens up our market."

OpenSite's opportunity is not in simple bid management, but in the variety of auction pricing models and the complexity of managing sales sites, Brader-Araje said. And soon, he added, OpenSite will aggregate its customer auction sites in a loose network, creating an eBay rival whose members can feed off each other's traffic.

Furthermore, he said, OpenSite intends to rent space in the auction hub for co-branded auctions as well. Sites that want a starter solution can get one for a rental fee, instead of ponying up the full price for services and software.

The maneuvers have their own competition, of course. Shopping aids like mySimon already comb auction sites from all providers, not just one software vendor's customers. And eBay is adding features like personal retail sites to its offerings to co-opt successful auctioneers and keep them in the fold.

On the other hand, the business of providing a commercial feature to retailers is a famously punishing chase, and Microsoft's entry makes it all the more daunting. A year ago, Onsale identified its greatest risk not as the laggardly way consumers were taking to the Internet or the uncertainty of auction sales, but as the scarcity of things to auction and the difficulty of being assured it could get at them.

By not pursuing Onsale and eBay, but simply seeking to equip their rivals-and now to promote them-OpenSite removes itself by one from the fierce marketplace. And while that's no insurance policy, Keenan said it may give OpenSite the insulation it needs to survive.

"I do see the small entrepreneurial auction sites not having a great future," Keenan said. "The major auction aggregators will dominate the future."

    search: COMMERCE
    At a Glance
    Raleigh, N.C.
    Founded: 1996
    Employees: 45
    Product: OpenSite Auction 3.0
    Customers: 175, including AuctionGate Interactive, Currans Cards, Rock Auction (lower right), SciQuest, Sporting Auction, Stein Auction, US Paper Money, and WineBid (upper right)
    COPYRIGHT 1998 Mecklermedia Corporation

COMPANY NAMES: OpenSite Technologies Inc.--Services
GEOGRAPHIC CODES/NAMES: 1USA   United States
DESCRIPTORS: Company Services; Electronic Commerce
PRODUCT/INDUSTRY NAMES: 4811520 (Online Services); 7372700 (Contract Software & Services)
SIC CODES: 4822 Telegraph & other communications; 7373 Computer integrated systems design
FILE SEGMENT: CD File 275

TEXT:
        Agents work for you to find the lowest prices on everything from
Beanie Babies to high-end PCs
        I've wanted to own my own robot ever since the first few episodes of
Lost in Space - don't we all want a little mechanized help?
        Alas, development of the man-sized multifunctional robot is still in
the future, but I pay attention when I see anything that suggests that an
intelligent automaton may he available to help me.
        Robotic automation, or at least intelligence-like independence, is
more frequently realized in software than mechanical devices, and shopbots
are the latest incarnation. Intelligent agents are software programs that
will automatically deliver exactly what a network or database user is
looking for. The term shopbot is currently used for any agent or "bot" that
does automatic comparative price shopping on the Web.
        Consumer view While there is a great deal of discussion about the
great potential of shopping agents for business-to-business commerce,
particularly for commodity items, so far this is limited to just talk.
Meanwhile, agent technology has found practical use in consumer shopping on
the Web. A variety of agents are available to search for the lowest prices
on everything from Beanie Babies to digital video players to high-end PCs.
Excite has Product Finder, Yahoo! has Yahoo! Shopping, and Amazon has Shop
the Net, to name a few. These shopbots do comparison-shopping for you -
finding who has the products you're looking for and presenting you with a
list of sites and prices.
        Some analysts divide shopbots into three specific categories.
"Product brokering" shopbots recommend products based on past selections or
constraints specified by the buyer. "Merchant brokering" shopbots collect
price and availability information. "Negotiating" shophots buy, sell, and
bargain with other bots based on user parameters. Many auction sites
already serve this function. Users can automate their bidding by (secretly)
setting the highest price they're willing to go within a certain time
frame, then letting the software handle the interaction with other bidders.
The user comes back later to find out whether he's purchased what he was
bidding on and at what price.
        There are also new technologies such as Alexa - a navigation service
that works with your browser - that behave a lot like shopbots. Alexa
appears as a floating information bar that provides ancillary information
about the site you're viewing. It also contains recommendations of other
sites you might want to visit.
        So, for example, if you started your shopping at Amazon.corn, Alexa
will tell you how Amazon is rated by professional rating services and by
other visitors like yourself. It will also tell you where Amazon. com is
located (complete with street address, map, weather conditions, and driving
instructions if you happen to be in the Seattle area).
        Retailer view
        Shopbots truly can help consumers find the lowest prices for
products, but it turns out that not all online merchants are enamored of

agent technology or its effect on electronic commerce.

In theory, agents can bring the market goal of "perfect information" within reach of an online buyer. That is, an agent can report the list price from every available seller that stocks a particular item. In fact, most agents search a much more limited universe. MySimon, for example, searches about 800 merchants. To some degree, these limitations are forced by vendors, who have mixed - sometimes controversial - opinions regarding shopping agents. Retailers rarely care to be side-by-side with their competitors, and the kind of customer who buys solely on price is not one that most merchants want anyway. Online merchants always have the option to "block" an agent mining their sites for data.

Merchant sites actually block agents infrequently today, for three main reasons: Agents have become more commonplace, they do drive traffic to the sites, and companies recognize that comparison shopping goes with the cyberterritory Most merchants are willing to accept side-by-side comparisons, but not all embrace every intelligent-agent concept, particularly those agents that collect commissions from online vendors.

My Simon, unlike some agents, doesn't charge merchants to be part of its searches. Instead, its business model is built on commissions of 2-5% of each sale, made to a buyer who accessed the site through a MySimon search. Merchants also have the option of paying to post logos or ad banners on the MySimon site.

Of course, online buyers, whether using an agent or not, do not necessarily always choose the lowest price. Agents can give buyers a pretty good idea of choices, but in the end, the consumer weighs many factors before keying in that credit-card number, among them merchant name recognition, trustworthiness, and track record.

Leading Agents

Excites ProductFinder

http://jango.excite.com

Features: 10 shopping categories, including computer hardware and, software, cameras, games and toys

Inktomi's C2B

http://www.inktomi.com/products/shopping

Features: 12 categories, 460,000 products, 170 merchants

Amazon.com's Shop the Web

http://shoptheweb.amazon.com

Features: Junglee Shopping Guide lists more than 15 million items; Job Canopy posts 90,000 job listings

MySimon

http://www.mysimon.com

Features: 12 shopping categories; 2,000 merchant agents, adding 200 per week; more than 10 million unique products

Yahoo! Shopping

http://shopping.yahoo.com

Features: 14 shopping categories; over 500 merchant agents, more than 12 million products

BargainFinder

http ://www.bargainfinder.com

Features: Over 50,000 discounted items, now a subscription-based service MX Bookfinder

http://www.bookfinder.com

Features: Searches 10 different online bookstores for the best price

Price Watch

http ://www.pricewatch.com

Features: Specifically for computer and electronic products, compares among participating retailers

BottomDollar

http://www.bottomdollar.com

Features: 16 product categories, 400,000 products, good source for

clearance items and bargains
ComputerShopper
http://www.zdnet.com/computershopper
Features: Managed by Ziff-Davis publishing, helps buyers choose
computer products as well as find the lowest prices, choosing from over 150
online computer retailers
Joe Rudich is a network administrator with the St. Paul Companies in
St. Paul, Minnesota. He can be contacted via e-mail at JOE@RUDICH.COM
COPYRIGHT 1999 Information Today, Inc.

INDUSTRY CODES/NAMES: BUSN   Any type of business; CMPT   Computers and
 Office Automation
DESCRIPTORS: Robots--Usage; Teleshopping--Innovations; Electronic
 commerce--Innovations
PRODUCT/INDUSTRY NAMES: 4811524 (Teleshopping Services); 3569490 (Robots
 NEC)
SIC CODES: 4822 Telegraph & other communications; 3569 General
 industrial machinery, not elsewhere classified
NAICS CODES: 514199 All Other Information Services; 333999 All Other
 Miscellaneous General Purpose Machinery Manufacturing
FILE SEGMENT: TI File 148
?

```
Set       Items    Description
S1       803874    AUCTION? OR MULTIAUCTION? OR MULTI()AUCTION?
S2       349309    AGGREGATOR? ? OR BOT OR BOTS OR ROBOT? ? OR SPIDER? ? OR C-
                   RAWLER? ?
S3          330    S1(W)S2
S4           70    S3 NOT PY>1999
S5           35    RD (unique items)
```

auction
aggregator

```
File   15:ABI/Inform(R) 1971-2005/Sep 23
          (c) 2005 ProQuest Info&Learning
File   20:Dialog Global Reporter 1997-2005/Sep 23
          (c) 2005 Dialog
File  610:Business Wire 1999-2005/Sep 23
          (c) 2005 Business Wire.
File  810:Business Wire 1986-1999/Feb 28
          (c) 1999 Business Wire
File  476:Financial Times Fulltext 1982-2005/Sep 23
          (c) 2005 Financial Times Ltd
File  613:PR Newswire 1999-2005/Sep 23
          (c) 2005 PR Newswire Association Inc
File  813:PR Newswire 1987-1999/Apr 30
          (c) 1999 PR Newswire Association Inc
File  634:San Jose Mercury  Jun 1985-2005/Sep 22
          (c) 2005 San Jose Mercury News
File  624:McGraw-Hill Publications 1985-2005/Sep 23
          (c) 2005 McGraw-Hill Co. Inc
File    9:Business & Industry(R) Jul/1994-2005/Sep 22
          (c) 2005  The Gale Group
File  275:Gale Group Computer DB(TM) 1983-2005/Sep 22
          (c) 2005 The Gale Group
File  621:Gale Group New Prod.Annou.(R) 1985-2005/Sep 23
          (c) 2005 The Gale Group
File  636:Gale Group Newsletter DB(TM) 1987-2005/Sep 22
          (c) 2005 The Gale Group
File   16:Gale Group PROMT(R) 1990-2005/Sep 22
          (c) 2005 The Gale Group
File  160:Gale Group PROMT(R) 1972-1989
          (c) 1999 The Gale Group
File  148:Gale Group Trade & Industry DB 1976-2005/Sep 23
          (c)2005 The Gale Group
File  256:TecInfoSource 82-2005/Sep
          (c) 2005 Info.Sources Inc
File  625:American Banker Publications 1981-2005/Sep 22
          (c) 2005 American Banker
File  268:Banking Info Source 1981-2005/Sep W2
          (c) 2005 ProQuest Info&Learning
File  626:Bond Buyer Full Text 1981-2005/Sep 22
          (c) 2005 Bond Buyer
File  267:Finance & Banking Newsletters 2005/Sep 20
          (c) 2005 Dialog
```

5/3,K/1   (Item 1 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01309219   99-58615
Bond market
Anonymous
Euromoney   The 1996 Guide to Italy Supplement   PP: 4-7   Sep 1996
ISSN: 0014-2433   JRNL CODE: ERM
WORD COUNT: 2882

...TEXT: The Italian government securities are issued by means of two
auction mechanisms, discriminating and marginal **auctions** . **BOTs** are
issued through discriminating auctions. Bidders submit up to 3 bids for
specific amounts of...

5/3,K/2   (Item 2 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00963792   96-13185
Bonds
Anonymous
Euromoney   1995 Guide to Italy Supplement   PP: 3-9   Jan 1995
ISSN: 0014-2433   JRNL CODE: ERM
WORD COUNT: 4590

...TEXT: them mainly to meet retail demand or to unwind surplus balances
not placed after an **auction** . **BOTs** are not traded on the stock exchange
market. Since September 1989 they have been traded...

5/3,K/3   (Item 3 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

00767768   94-17160
Italy
Anonymous
Euromoney   World Domestic Bond Markets Supplement   PP: 31-33   Sep 1993
ISSN: 0014-2433   JRNL CODE: ERM
WORD COUNT: 2160

...TEXT: month maturity Treasury bills, priced at a discount and issued
twice a month by competitive **auction** . **BOTs** are the most popular
investment instrument among Italian retail investors. They typically
purchase securities through...

5/3,K/4   (Item 1 from file: 20)
DIALOG(R)File   20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

08742133   (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Kolyma Goldfields Ltd. Announces BidCrawler.com, The LINUX-based Auction
    Search Tool, set to Launch Early Next Year**
CANADIAN CORPORATE NEWS
December 14, 1999
JOURNAL CODE: WCCN   LANGUAGE: English   RECORD TYPE: FULLTEXT

WORD COUNT: 486

(USE FORMAT 7 OR 9 FOR FULLTEXT)

...   LINUX-based companies to further develop and broaden the reach of
this first-to-market **auction   aggregator** .
     Soon to be acquired by Kolyma Goldfields, BidCrawler is the brainchild
of two well-respected...

 5/3,K/5   (Item 2 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) ·2005 Dialog. All rts. reserv.

08496362   (USE FORMAT 7 OR 9 FOR FULLTEXT)
 Auction   Aggregator **Gets OK To Search eBay**
NEWSBYTES
December 01, 1999
JOURNAL CODE: FNEW   LANGUAGE: English   RECORD TYPE: · FULLTEXT
WORD COUNT: 793

 Auction   Aggregator **Gets OK To Search eBay**

     ... company that has cut its own deal in an ongoing dispute between
giant eBay and **auction**   aggregators says that playing nice can pay off.
     Scot Wingo, chief executive officer of AuctionRover.com...

 5/3,K/6   (Item 3 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

08097487   (USE FORMAT 7 OR 9 FOR FULLTEXT)
EBay Hints Other Auction   Aggregators **Could be Blocked - Update**
NEWSBYTES
November 04, 1999
JOURNAL CODE: FNEW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1001

   (USE FORMAT 7 OR 9 FOR FULLTEXT)
EBay Hints Other Auction   Aggregators **Could be Blocked - Update**

     ...a month ago to Websites that index its databases by blocking access
to one such **auction**   **aggregator** . And eBay has hinted that other
companies could be next.
     Privately owned AuctionWatch.com - which...
...   communication with."
     That sentiment was echoed by the James Carney, the chief executive
officer of **auction**   **aggregator** Bidder's Edge. "It's more than just an
issue of eBay, AuctionWatch and Bidders...

 5/3,K/7   (Item 4 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

08082572   (USE FORMAT 7 OR 9 FOR FULLTEXT)
EBay's Battle With Auction   Aggregators **Heats Up Again**
NEWSBYTES
November 04, 1999

JOURNAL CODE: FNEW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 899

   (USE FORMAT 7 OR 9 FOR FULLTEXT)
EBay's Battle With Auction   Aggregators **Heats Up Again**

   ... ago to Websites that index its databases and has begun blocking
accesses to one such **auction   aggregator** .
   Privately owned AuctionWatch.com - which allows users to search for
items up for bid at...
...   communication with."
   That sentiment was echoed by the James Carney, the chief executive
officer of **auction   aggregator** Bidder's Edge. "It's more than just an
issue of eBay, AuctionWatch and Bidders...

   5/3,K/8   (Item 5 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

07877343   (USE FORMAT 7 OR 9 FOR FULLTEXT)
**AuctionFerret Announces the First Downloadable Window Based Auction Search
   Engine; Find Items on Our Site or Use the AuctionFerret Home Edition**
BUSINESS WIRE
October 22, 1999
JOURNAL CODE: WBWE   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 408

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   superior accuracy of its search engine. eBay (Nasdaq:EBAY) very
quickly launched a campaign against **auction   aggregators** because of the
negative performance they cause on the eBay servers and the potential to...

   5/3,K/9   (Item 6 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

07731732
Auction site defies crackdown
Steven Bonisteel
ABIX - AUSTRALASIAN BUSINESS INTELLIGENCE (AGE) , p14
October 12, 1999
JOURNAL CODE: WTAG   LANGUAGE: English   RECORD TYPE: ABSTRACT
WORD COUNT: 125

   On-line auction business eBay is opposed to the activities of **auction
   aggregators** such as Bidder's Edge (BE). James Carney, CEO of BE,
maintains that his company...

   5/3,K/10   (Item 7 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

07642742 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Bidder's Edge Defies EBay Crackdown
NEWSBYTES
October 07, 1999

JOURNAL CODE: FNEW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 509

        BURLINGTON, MASSACHUSETTS, U.S.A., 1999 OCT 7 (NB) -- By Steven
Bonisteel, Newsbytes. Online- **auction aggregator** Bidder's Edge isn't
rolling over after being told by market-leader eBay to...

... Newsbytes   that   his   company   thinks   the approach meets the spirit of
eBay's ban on **auction aggregators** since, according to Bidder's Edge,
eBay's own user agreement suggests ownership of the...

 5/3,K/11   (Item 8 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

07632312   (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Bidder's Edge Issues Open Letter to eBay Sellers; Award-Winning Auction
    Portal Announces Solution For eBay's Sellers to Once Again Dramatically
    Increase Their Market Exposure**
BUSINESS WIRE
October 07, 1999
JOURNAL CODE: WBWE   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 869

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

        ... items with Bidder's Edge.   Since August 30, 1999, eBay (NASDAQ:
EBAY) has been informing **auction aggregators** that they no longer have
access to eBay's data. Bidder's Edge was the...
...   it services to close sales.
     "Bidder's Edge is the first and largest of the **auction aggregators**
. We created this service, not in opposition to eBay, but because as the
leader in...

... will have on the online auction industry and re-instate the valuable
service that online **auction aggregators** provide to their buyers and
sellers."
     About Bidder's Edge
     Bidder's Edge, Inc., was...

 5/3,K/12   (Item 9 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

07473371   (USE FORMAT 7 OR 9 FOR FULLTEXT)
**New AuctionWatch.com Universal Search Service Makes it Convenient for
    Buyers To Find Items Up for Auction**
PR NEWSWIRE
September 28, 1999
JOURNAL CODE: WPRW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 634

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   leading auction sites including eBay, Yahoo!, Amazon.com, MSN, and
hundreds of other sites through **auction aggregators** Bidstream and Ruby
Lane. Together these sites comprise approximately 95 percent of the items
currently...

5/3,K/13   (Item 10 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

05910685 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Fighting back: Boston.com's auction area is selling collectibles such as comic books.
Jennifer Gilbert
ADVERTISING AGE, p32
June 21, 1999
JOURNAL CODE: WCAA   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1099

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   online classifieds into something more dynamic and potentially lucrative. Several newspapers have linked to online **auction   aggregators** , but few have set up their own auction areas.
     ONLINE CLASSIFIEDS TO HIT $1.9...

5/3,K/14   (Item 11 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

04269722 (USE FORMAT 7 OR 9 FOR FULLTEXT)
World Bank structural adjustment funds to Thailand 5.9 bln baht at Feb 5
AFX (AP)
February 08, 1999
JOURNAL CODE: WAXA   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 104

   (USE FORMAT 7 OR 9 FOR FULLTEXT) .

...   reported that AMC has sufficient liquidity to participate in the Financial Restructuring Authority's next **auction** .
     BoT   expects AMC to purchase 160 bln baht worth of loans at the auction, he said...

5/3,K/15   (Item 12 from file: 20)
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

03788047 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Tarrin concerned over potential upward pressure on oil prices from air strikes
AFX (AP)
December 17, 1998
JOURNAL CODE: WAXA   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 323

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   of capital totalling 10 mln usd ahead of the the Financial Restructuring Authority's assets **auction** .
     BoT 's Kiattisak said capital inflows for FRA auctions since the beginning of the year totalled...

5/3,K/16   (Item 1 from file: 610)
DIALOG(R)File 610:Business Wire
(c) 2005 Business Wire. All rts. reserv.

00156928 19991214348B1586 (USE FORMAT 7 FOR FULLTEXT)
Bidder's Edge Responds to eBay Suit
Business Wire
Tuesday, December 14, 1999 14:44 EST
JOURNAL CODE: BW LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 614

...as an easily accessible and useful
information source for consumers will be forever changed.

"Online **auction** **aggregators** provide value-added information and
e-commerce services that save consumers time and enhance their...

5/3,K/17   (Item 1 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

02028128 Supplier Number: 25531686   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Auction Search Engine Decries eBay Lawsuit
(Bidder's Edge, which provides service that searches many auction sites for
   its users, facing suit from online auction firm eBay)
Newsbytes News Network, p N/A
December 14, 1999
DOCUMENT TYPE: Journal   (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 754

     (USE FORMAT 7 OR 9 FOR FULLTEXT)

TEXT:
...is bad news for the entire Web.

James Carney, president and chief executive officer of **auction**
aggregator Bidder's Edge, told Newsbytes today that eBay's lawsuit - filed
Dec. 10 in a...
...the search engine gathers information on the status of live auctions.
Like a number of **auction**   **aggregators** , Bidder's Edge allows visitors to
follow bidding action on a number of auction destinations...

...Edge had tossed aside even that approach and returned to its former
practices.

Meanwhile, an **auction**   **aggregator** that had never stopped combing the
eBay database found itself on the losing side of...

5/3,K/18   (Item 2 from file: 9)
DIALOG(R)File   9:Business & Industry(R)
(c) 2005 The Gale Group. All rts. reserv.

01993682 Supplier Number: 25492796   (USE FORMAT 7 OR 9 FOR FULLTEXT)
eBay Blocks Aggregator

(eBay seeks to fully block AuctionWatch.com from its site, saying the
   auction   aggregator **is infringing on its intellectual property)**
Online Reporter, p N/A
November 08, 1999
DOCUMENT TYPE: Newsletter (United States)
LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 657

(eBay seeks to fully block AuctionWatch.com from its site, saying the
   auction   aggregator **is infringing on its intellectual property)**

ABSTRACT:
eBay has been trying to get **auction   aggregators** to stop including
eBay's postings in their results. Aggregators, in this case, are sites...

TEXT:
...them.

For the past couple of months the online giant has been trying to get
auction   aggregators to stop including eBay's postings in their results.
Aggregators, in this case, are sites...

 5/3,K/19 . **(Item 1 from file: 275)**
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02361651   SUPPLIER NUMBER: 58497748   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Attention Shoppers!(bots for online shopping)(Internet/Web/Online Service
   Information)
PC World, NA
Dec, 1999
ISSN: 0737-8939   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 4100   LINE COUNT: 00308

...   of-the-ordinary items. For rare music and video, you might have
better luck trying **auction   bots** or well-known auction houses, like EBay
or Onsale.
      I wanted to get copies of...

...bots. If the item you want is less common, you may be better off
browsing **auction   bots** and auction sites--if you're willing to take the
time to monitor their progress...

 5/3,K/20   **(Item 2 from file: 275)**
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02360149   SUPPLIER NUMBER: 58265279   (USE FORMAT 7 OR 9 FOR FULL TEXT)
****Auction Search Engine Decries eBay Lawsuit 12/14/99.
Bonisteel, Steven
Newsbytes, NA
Dec 14, 1999
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 806   LINE COUNT: 00066

      James Carney, president and chief executive officer of **auction**
aggregator Bidder's Edge, told Newsbytes today that eBay's lawsuit - filed
Dec. 10 in a...

...the search engine gathers information on the status of live auctions.
Like a number of **auction   aggregators** , Bidder's Edge allows visitors to
follow bidding action on a number of auction destinations...

...Edge had tossed aside even that approach and returned to its former
practices.
       Meanwhile, an **auction   aggregator** that had never stopped combing
the eBay database found itself on the losing side of...

5/3,K/21   (Item 3 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02354683   SUPPLIER NUMBER: 57947809   (USE FORMAT 7 OR 9 FOR FULL TEXT)
 Auction   Aggregator **Gets OK To Search eBay 12/01/99.(AuctionRover.com)**
Bonisteel, Steven
Newsbytes, NA
Dec 1, 1999
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 849   LINE COUNT: 00069

 Auction   Aggregator **Gets OK To Search eBay 12/01/99.(AuctionRover.com)**

TEXT:
       ...has cut its own .deal in an ongoing dispute between giant eBay
(NASDAQ:EBAY) and **auction   aggregators** says that playing nice can pay
off.

5/3,K/22   (Item 4 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02347398   SUPPLIER NUMBER: 57432290   (USE FORMAT 7 OR 9 FOR FULL TEXT)
****EBay Hints Other Auction   Aggregators **Could be Blocked - Update**
   11/04/99.(AuctionWatch.com blocked)(Company Business and Marketing)
Bonisteel, Steven
Newsbytes, NA
Nov 5, 1999
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1064   LINE COUNT: 00087

****EBay Hints Other Auction   Aggregators **Could be Blocked - Update**
   11/04/99.(AuctionWatch.com blocked)(Company Business and Marketing)

TEXT:
       ...a month ago to Websites that index its databases by blocking access
to one such **auction   aggregator** . And eBay has hinted that other
companies could be next.
...   communication with."
       That sentiment was echoed by the James Carney, the chief executive
officer of **auction   aggregator** Bidder's Edge. "It's more than just an
issue of eBay, AuctionWatch and Bidders...

5/3,K/23   (Item 5 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02347102   SUPPLIER NUMBER: 57296027   (USE FORMAT 7 OR 9 FOR FULL TEXT)
****EBay's Battle With Auction   Aggregators Heats Up Again
  11/04/99.(AuctionWatch.com)(Company Business and Marketing)
Bonisteel, Steven
Newsbytes PM, NA
Nov 4, 1999
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 940   LINE COUNT: 00076

****EBay's Battle With Auction   Aggregators Heats Up Again
  11/04/99.(AuctionWatch.com)(Company Business and Marketing)

TEXT:
     ...ago to Websites that index its databases and has begun blocking
accesses to one such auction   aggregator .
...   communication with."
     That sentiment was echoed by the James Carney, the chief executive
officer of auction   aggregator Bidder's Edge. "It's more than just an
issue of eBay, AuctionWatch and Bidders...

 5/3,K/24   (Item 6 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

02342723   SUPPLIER NUMBER: 56755663
EBay moves to halt indexing of its auctions by outsiders.(online auctioneer
  in dispute with aggregators)(Company Business and Marketing)
Piller, Charles
Los Angeles Times , Sat ed, col 4, C1
Oct 9, 1999
ISSN: 0458-3035   LANGUAGE: English   RECORD TYPE: Abstract

...ABSTRACT: display content from a number of online auctioneers. The
issue is whether these so-called auction   aggregators , such as
AuctionWatch.com and Bidder's Edge, have the right to scour EBay and...

 5/3,K/25   (Item 7 from file: 275)
DIALOG(R)File 275:Gale Group Computer DB(TM)
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02340765   SUPPLIER NUMBER: 56194802   (USE FORMAT 7 OR 9 FOR FULL TEXT)
****Bidder's Edge Defies EBay Crackdown 10/07/99 >BY Steven Bonisteel.
Newsbytes PM, NA
Oct 7, 1999
LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 532   LINE COUNT: 00044

TEXT:
     BURLINGTON, MASSACHUSETTS, U.S.A., 1999 OCT 7 (NB). Online- auction
aggregator Bidder's Edge isn't rolling over after being told by
market-leader eBay (NASDAQ...
...   Newsbytes that his company thinks the approach meets the spirit of
eBay's ban on auction   aggregators since, according to Bidder's Edge,
eBay's own user agreement suggests ownership of the...

 5/3,K/26   (Item 8 from file: 275)

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02337699   SUPPLIER NUMBER: 55988419   (USE FORMAT 7 OR 9 FOR FULL TEXT)
eBay Strives to Control Parasites on its Auction Marketplace.
Chalmers, Rachel
Computergram International, 3760, NA
Oct 4, 1999
ISSN: 0268-716X   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 658   LINE COUNT: 00054

...   unlikely to agree. As long ago as August 1999 the company had harsh
words with **auction** " **aggregators** " like Ruby Lane and BiddersEdge. The
sites were told not to include any more eBay...

 5/3,K/27   (Item 9 from file: 275)
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02245892   SUPPLIER NUMBER: 53250770   (USE FORMAT 7 OR 9 FOR FULL TEXT)
OpenSite Arms Aspiring Auction Sites.(with online auction software and
  services)(Company Business and Marketing)
Andrews, Whit
Internet World, 17(1)
Nov 16, 1998
ISSN: 1081-3071   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 951   LINE COUNT: 00077

...   see the small entrepreneurial auction sites not having a great
future," Keenan said. "The major **auction   aggregators** will dominate the
future."
        search: COMMERCE
        At a Glance
        Raleigh, N.C.
        Founded: 1996
        Employees...

 5/3,K/28   (Item 1 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
(c) 2005 The Gale Group. All rts. reserv.

04447884   Supplier Number: 55988371   (USE FORMAT 7 FOR FULLTEXT)
eBay Strives to Control Parasites on its Auction Marketplace >By Rachel
  Chalmers.
Network Briefing, pNA
Oct 4, 1999
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Trade
Word Count: 619

...   unlikely to agree. As long ago as August 1999 the company had harsh
words with **auction** " **aggregators** " like Ruby Lane and BiddersEdge. The
sites were told not to include any more eBay...

 5/3,K/29   (Item 2 from file: 636)
DIALOG(R)File 636:Gale Group Newsletter DB(TM)
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04143421   Supplier Number: 54354551   (USE FORMAT 7 FOR FULLTEXT)
US processors hustle for business.
Electronic Payments International, n141, pNA
March 29, 1999
Language: English   Record Type: Fulltext
Document Type: Newsletter; Trade
Word Count: 4028

...   up new doors for intermediaries, who are innovative and intuitive,
to exploit the medium. Electronic **auctions** , **aggregators** , web portals
which act as the agents for a suite of products and services,
intermediaries...

  5/3,K/30   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

06438833   Supplier Number: 54998199   (USE FORMAT 7 FOR FULLTEXT)
**Fighting back: Boston.com's auction area is selling collectibles such as
   comic books.**
Gilbert, Jennifer
Advertising Age, p32
June 21, 1999
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 1126

...   online classifieds into something more dynamic and potentially
lucrative. Several newspapers have linked to online **auction   aggregators**
, but few have set up their own auction areas.
     ONLINE CLASSIFIEDS TO HIT $1.9...

  5/3,K/31   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

11706652   SUPPLIER NUMBER: 59078751
**EBay's bot block is a threat to Web growth and hurts consumers.(upstart
   auction   bots deliver master lists of items for auction)**
Piller, Charles
Los Angeles Times , Mon ed, col 1, C1
Nov 15, 1999
ISSN: 0458-3035   LANGUAGE: English   RECORD TYPE: Citation

**EBay's bot block is a threat to Web growth and hurts consumers.(upstart
   auction   bots deliver master lists of items for auction)**

  5/3,K/32   (Item 1 from file: 256)
DIALOG(R)File 256:TecInfoSource
(c) 2005 Info.Sources Inc. All rts. reserv.

00137073   DOCUMENT TYPE: Review

PRODUCT NAMES: SOAP   (842575); WSDL   (844535); uBid Web Services   (088188)

TITLE: Web Services Lead The Bidding: uBid uses SOAP, WSDL for partner...

AUTHOR: Hicks, Matt
SOURCE: eWeek,   v19 n6   p44(1) Feb 11, 2002
ISSN: 1530-6283
HOMEPAGE: http://www.eweek.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20020430

...s implementation of Web services. uBid's Web services connect new
auction services to online **auction   aggregators** and increase the number
of items listed on uBid consumer-to-consumer auctions. Working with...

 5/3,K/33   (Item 2 from file: 256)
DIALOG(R)File 256:TecInfoSource
(c) 2005 Info.Sources Inc. All rts. reserv.

00130385   DOCUMENT TYPE: Review

PRODUCT NAMES: Software Agents   (835561)

TITLE: No Bots Allowed!
AUTHOR: Luh, James C
SOURCE: Interactive Week,   v8 n15   p62(1) Apr 16, 2001
ISSN: 1078-7259
HOMEPAGE: http://www.interactive-week.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20010930

...sites conflict. For instance, eBay sued and won its lawsuit against
Bidder's Edge, an **auction   aggregator** , for sending robots to crawl eBay.
The only reason that Bidder's Edge's robots...

 5/3,K/34   (Item 3 from file: 256)
DIALOG(R)File 256:TecInfoSource
(c) 2005 Info.Sources Inc. All rts. reserv.

00128801   DOCUMENT TYPE: Review

PRODUCT NAMES: E-Commerce   (836109)

TITLE: B2B Bust:...So how come nobody's using it?
AUTHOR: Vanscoy, Kayte
SOURCE: Small Business Computing,   v14 n3   p100(7) Mar 2001
ISSN: 1529-5117
HOMEPAGE: http://www.smalloffice.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20010630

...solution and B2B model is key to business-to-business (B2B) success.
Choices described include **auction** , **aggregator** , supply consolidator,
transaction facilitator, project specification, and private network.

5/3,K/35   (Item 4 from file: 256)
DIALOG(R)File 256:TecInfoSource
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00123981   DOCUMENT TYPE: Review

PRODUCT NAMES: Telecommunications (830210); Portals (840564)

TITLE: Online portals offer bandwidth and voice services
AUTHOR: Turek, Norbert
SOURCE: Information Week,   v784 p148(4) May 1, 2000
ISSN: 8750-6874
HOMEPAGE: http://www.informationweek.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20010430

...small businesses. Many of these portals use the one-to-one auction model
or the **auction** - **aggregator** model, and others are exchanges that create
efficiencies for high-end bandwidth providers and customers...

 Title: A scalable comparison-shopping agent for the World-Wide Web
 Author(s): Doorenbos, R.B.; Etzioni, O.; Weld, D.S.
 Author Affiliation: Dept. of Comput. Sci. & Eng., Washington Univ., Seattle, WA, USA
 Abstract: The World Wide Web is less agent-friendly than we might hope. Most information on the Web is presented in loosely structured natural language text with no agent-readable semantics. HTML annotations structure the display of Web pages, but provide virtually no insight into their content. Thus, the designers of intelligent Web agents need to address the following questions: (1) To what extent can an agent understand information published at Web sites? (2) Is the agent's understanding sufficient to provide genuinely useful assistance to users? (3) Is site-specific hand-coding necessary, or can the agent automatically extract information from unfamiliar Web sites? (4) What aspects of the Web facilitate this competence? In this paper we investigate these issues with a case study using ShopBot, a fully-implemented, domain-independent comparison-shopping agent. Given the home pages of several online stores, ShopBot autonomously learns how to shop at those vendors. After learning, it is able to speedily visit over a dozen software and CD vendors, extract product information, and summarize the results for the user. Preliminary studies show that ShopBot enables users to both find superior prices and substantially reduce Web shopping time. Remarkably ShopBot achieves this performance without sophisticated natural language processing, and requires only minimal knowledge about different product domains. Instead, ShopBot relies on a combination of heuristic search, pattern matching, and inductive learning techniques. (21 Refs)
 Subfile: C
 Descriptors: heuristic programming; home shopping; Internet; learning by example; pattern matching; retail data processing; search problems; software agents
 Identifiers: scalable comparison-shopping agent; World Wide Web; natural language; HTML; Web pages; intelligent Web agents; site-specific hand-coding; ShopBot; home page; online stores; product information; heuristic search; pattern matching; inductive learning; Internet
 Class Codes: C7830 (Home computing); C7180 (Retailing and distribution computing); C7210 (Information services and centres); C1230 (Artificial intelligence); C6170 (Expert systems)
?

ABSTRACT: Within neoclassicism, the theory of perfect competition describes
the ideal operation of the market system. The adequacy of this idealized
conception of the theory of exchange is questioned by challenging the
generality of the assumptions underlying the model. It is argued that the
theory of perfect competition does not describe the essence of the market
process. Rather, perfect competition addresses the processes of a specific
kind of market. To have a full understanding of the exchange process, it
must be allowed that other types of markets exist. Specifically, the
situation of the traders in the market and the characteristics of the good
traded can actually affect the market process and the eventual outcome of
this process. A consideration of these realities leads to a contemplation
of the possibility that there is a general theory of exchange within which
the perfectly competitive model of the textbooks is a special case.

TEXT: Within neoclassicism, the theory of perfect competition describes the
ideal operation of the market system. This paper will question the adequacy
of this idealized conception of the theory of exchange by challenging the
generality of the assumptions underlying the model.

The argument is that the theory of perfect competition does not describe
the essence of the market process. Rather, perfect competition addresses
the processes of a specific kind of market. To have a full understanding of
the exchange process, we must allow that other types of markets exist.
Specifically, the situation of the traders in the market and the
characteristics of the good traded can actually affect the market process
and the eventual outcome of this process. A consideration of these
realities leads to a contemplation of the possibility that there is a
"general theory" of exchange within which the perfectly competitive model
of the textbooks is a special case.
The paper begins with a short discussion of the role of assumptions in
economic theory. I then explore the implications of an alternative approach
to the market through an examination of a variety of cases. Each of these
cases will be illustrated through some well-known events in economic
history. This paper will conclude with a short section on policy.(1)

Assumptions in Economic Theory: Abstraction vs. Oversimplification

Defenders of the perfectly competitive model argue that assumptions are
necessary for scientific work. However, an argument for the hypothetical
deductive method of science does not automatically mean that theorists must
accept the specific assumptions behind the theory of perfect

competition.(2) In particular, we would do well to remember that there is an important difference between an abstraction and an oversimplification. Stated briefly, an abstraction examines the essential aspects of a situation. It extracts fundamental relationships that can be subjected to further study by application of the rules of deductive logic. On the other hand, an oversimplification distorts our knowledge to the extent that it focuses on, and generalizes from, an inessential or ephemeral aspect of the process at hand. In its error, an oversimplification inhibits our search for the truth of the subject at hand.(3) Contrary to Milton Friedman's widely cited essay on method, assumptions do matter.(4)

In this paper, I argue that the theory of exchange can be enriched if we do not accept two oversimplifications that are characteristic of the received theory of exchange. The first is the presumed homogeneity of rational economic actors. This important assumption makes the objective situation of the persons trading in the market immaterial. Within standard microeconomics, all persons are ontologically identical since they are presumed to be rational maximizers. The only acknowledged differences between persons are their individual preferences and respective endowments.

A second oversimplification occurs when users of neoclassical theory assume that the specific characteristics of commodities do not substantively affect the operation of the market. This latter assumption is implicit in textbook presentations that illustrate "the" theory of the market by discussing an undefined abstract good such as the proverbial "widget."(5)

I will argue that by not accepting these assumptions, the homogeneity of actors, and the homogeneity of the market process, the theory of exchange can be broadened into a much more "general theory" of exchange. This more general theory can assist in understanding the specific institutional structures of various markets as they have evolved over time. More specifically, it can provide institutional economists with a better theoretical understanding of current and anticipated policy changes than is allowed by either transactions cost or public choice analyses. Indeed, notions of economic "fairness" and unequal exchange can be shown to have substantive theoretical content insofar as they are grounded in a general theory of exchange. When the homogeneity assumptions are uncritically employed, our knowledge of the market process is distorted. This error is compounded when neoclassical theory is employed in the formation of policy.

Competition Where Participants Are Not Homogeneous

Following Lutz and Lux [1988], I propose that instead of a homogeneous economic agent, there are two characteristic types of market participants. Some people trade in the market in order to fulfill needs, while others trade in the market in order to fulfill wants [Lutz and Lux 1988, chap. 2]. For this paper, I will define a need as a demand that, if not met, will intensify with·time. On the other hand, a want is a demand that, if not met, will remain at the same intensity or diminish with time.(6) It follows that needs traders must enter into certain exchanges in order to maintain their status as viable participants in the market economy. This activity does not necessarily involve an increase in utility. Alternatively, wants traders, through the exchange process, are able to advance to higher indifference curves as measured·in utility.

The existence of both needs and wants traders in the market has the potential to redefine the relationship between the act of exchange and the utility experienced by a particular economic agent. It introduces the idea that the utility that a person receives from a particular exchange is, under certain circumstances, not independent of the nature of the traded goods, their income, or social status. This observation undermines standard exchange theory and will be seen to drive the following results.(7)

Now it should be clear that there are many commodities that could fit within the definition of a need or a want at any given moment in time. This is precisely the point. It is not the specific commodity, but rather the circumstances of the person in the market--in other words their specific individual condition--that dictates whether a given transaction at a particular time is about satisfying a need or a want. The familiar textbook example of water may help to illustrate this point. A thirsty person in a desert, whose life is in danger, will be willing to freely exchange a considerable quantity of wealth to obtain a relatively small quantity of drinking water. Alternatively, a thirsty person who lives in the proximity of a freshwater lake in Maine would be unlikely to engage in such a desperate exchange. The first thirsty person is trading for a need, the second person seeks to fill a want, a want that, if it remains unsatisfied, can soon be resolved by their own initiative.(8)

If market participants can be divided into persons who trade for needs and persons who trade for wants, then four possible market arrangements can be presumed to exist. I have depleted these four scenarios in the following table:

(Table omitted)

Needy Seller and Needy Buyer

The first scenario is one in which needy persons are trading on both the selling and the buying sides of the market. We could characterize this as a subsistence economy where both persons are dependent on the market for their sustenance. Both parties to the exchange must trade in order to prevent their personal circumstances from deteriorating. In a fundamental sense, these people need each other and are even conscious of their interdependent relationship. For this reason, neither buyer nor seller can derive a systemic advantage from the structure of the market. This theoretical conclusion should not be construed as an assertion that exploitation does not take place. Depending on historical circumstances, such a market may or may not be distinguished by harmony or sharp trading(9) The point is that any exploitation would be based on individual characteristics and specific historical circumstances. In this case, exploitation is not systemic to the process of exchange in the sense that the market arrangement embodies a principle of unequal exchange.

Wants Seller and Wants Buyer

The second scenario has wants traders on both sides of the market. This means that both parties would improve their circumstances should they have an opportunity to trade, but they will not be worse off should the exchange fall through. They desire to improve their utility but are not threatened with a decline in their current levels of "happiness." This situation is characteristic of the world of standard microeconomic theory. In such a situation, neither side is able to derive a systemic advantage from their position in the market Both enter freely into the exchange and will only follow through with the exchange if they perceive it to be to their advantage. The "gains from trade" are purely additive in the sense that new goods acquired in market exchanges leave one strictly better off. A failure to trade does not subtract from current utility levels. The guiding principle is the idea of the presumed autonomy of market participants.

It is crucial to the success of the neoclassical theory that everyone who enters into an exchange is fully constituted independently of the market. This aspect of the theory, while not stressed by our contemporaries, was obvious to the founders of the neoclassical school. For instance, in Carl

Menger's Principles of Economics, two independent farmers, A and B, happen to have a surplus in their respective crops, grain and vintage, and hit upon the idea that they would be happier if they were to exchange their surpluses.(10) No sense of urgency is expressed in this vision of the exchange relation. This autonomy is not merely a simplifying assumption. As the next section will demonstrate, it is integral to the neoclassical theory of the market.(11)

Needy Seller and Wants Buyer

The third scenario is the first to illustrate the difficulties that arise if the circumstances of the traders are different. It is characterized by a needs trader on the selling side and a wants trader on the side of the buyer. This could be a stylized depiction of the modern market for unskilled labor.(12) In such a circumstance, we can expect that the freely contracted wage will be systemically lower than what it might have been if labor was trading to satisfy wants. The reason is that in our example the laborer must sell his/her services in order to meet his/her needs. If these needs are not met, his/her situation will deteriorate, which implies that he/she will be even more desperate and consequently in a worse bargaining position in the next trading period.
I wish to emphasize that employers do not have to be conscious of their bargaining power for this result to hold. No notion of a conspiracy is required. Employers are simply maximizing their profits in the manner indicated by the standard theory. However, in this example, maximizing profits ensures that the firm's managers meet their wants. That is to say that being in this market is both rational and beneficial for them. The crucial difference, the difference that leads to the characteristic result of this market, is that wants traders have the option of withdrawing from the market if a proposed exchange fails to meet their profit-maximizing criteria. For instance, if maximization indicates that buying labor or a substitute for labor at a later time will generate higher returns, the firm has the option to leave the market temporarily and return to it at a more advantageous point in time. This fact is important to the outcome of the wage bargain. One corollary of the above duality between needs and wants is that exploitation occur when one side has the power or ability to wait and the other does not.(13)

This idea is not at all new. That a differential ability to wait is important to the eventual outcome of the wage bargain has long been understood. Consider the following quotation from Adam Smith:

The workmen, accordingly, very seldom derive any advantage from the violence of those tumultuous combinations, which, partly from the interposition of the civil magistrate, partly from the superior steadiness of the masters, partly from the necessity which the greater part of the workmen are under of submitting for the sake of present subsistence, generally end in nothing, but the punishment or ruin of the ringleaders [Smith 1976, 76; emphasis added].

Before it can be concluded that a form of systemic advantage exists in the context of free exchange, it must be established that the differential bargaining power of market participants is lasting. This power must be something other than an ephemeral condition that will be competed away as other potential employers enter the market to secure the services of disgruntled workers.(14) In our example, the employer is foregoing the profits he could gain from employing labor in the short term. Theory indicates that the firm would prefer to profit now rather than later. However, this firm is assumed to be a wants trader, with the implication that it is not essential to the firm's viability as an economic unit that

it pursue short period returns.

For this differential in bargaining strength to be sustained, one of two conditions must be true. The first is that the owners (or managers) of a firm must be in a position of fulfilling wants. This ensures that they will have a higher reservation price than the presumably needy work force. This is the condition that is implied in the definition provided by Lutz and Lux [1988], as well as in the above quotation from Adam Smith when he refers to the "superior steadiness of the masters."

A second condition that can result in the existence of a differential in bargaining strength is related to the credit worthiness of the two traders. By definition, we know that persons who are trading for wants are less immediately dependent on the market. This is due to their ability to withdraw from trading for a period of time. The implication is that wants traders possess additional resources that they can rely upon until trading conditions are more to their advantage. The corollary is that, by having additional resources, wants traders have some collateral that can be employed to secure credit. Needs traders, who are dependent on the market in order to prevent a deterioration in their current position, are almost certain to have less adequate collateral. After all, if they owned goods that were liquid, they would no longer be needy. As goods owners, they could credibly raise their reservation wage and join the ranks of wants traders. Similarly, who would rationally lend to someone whose economic situation is likely to deteriorate over the near term? The lack of collateral on the behalf of needs traders implies that as a group they are credit constrained. Need, combined with a differential access to credit, is sufficient to ensure a systematic reduction in the needy person's bargaining position. The differential access to credit ensures at some traders are temporally restricted. Just as the free market presumes to provide perfect choice at a point in time, the assumption of perfect access to credit implies that everyone has the freedom to freely locate their choices through time.(15)

What, then, of William Baumol's proposition about the nature of "contestable markets"? Let us recall that a firm is or is not inclined to enter a market depending upon the profit it can make. In economics, profit can be thought of as a return over reservation price. If buyers of labor are homogeneous and buying in order to fulfill a want, then all buyers are in the same position vis-a-vis this market. They all reap the advantage of waiting. Under these conditions, the threat to withdraw from an exchange is credible. Game theory indicates that where a threat is credible, it is unlikely that it will have to be exercised [Kreps 1990, 65-77]. The result is a disadvantageous market outcome for needy traders. Understanding their disadvantage, needy traders grudgingly accept the dictates of the market.

Another objection to the above argument might be that needy firms--firms with a lower reservation price--can and do exist. Such firms could observe a profitable opportunity and enter the market. There are two ways to respond to this line of thought. The first is that the distinction of being a wants or needs trader is determined prior to a person's participation in the market. For this reason, the number of needy firms does not necessarily increase in any discernible proportion to the "demand" for them. Second, and more fundamentally, free entry and exit requires zero cost to bankruptcy and perfect credit markets. It is exactly this degree of access that is in question. Needy firms are, if anything, less mobile in their pursuits and location choices than more fortunate firms. Persons and firms do not become needy because there is an advantage in it. The situation of need is a preexistent condition, one that most of us wish to overcome in our economic lives. Once we achieve economic security, we are no longer

compelled to accept the humiliations that constitute the daily experience of needy traders.

It is generally understood that being needy and dependent on a market has an important impact on a person's observed behavior. For instance, we can suppose that a needy person, as opposed to a wants trader, will exhibit a higher degree of time preference. The fact is that "the poor are too busy working in order to survive" [Lutz and Lux 1988, 27]. An unwillingness to invest in educational opportunities, a lower savings rate, and other learned forms of short-term behavior can be attributed to low incomes and lack of access to credit.(16) Indeed, these behaviors are reasonable responses by persons who are trading for needs. Such problems are less frequently associated with persons who are wants traders.(17)

Wants Seller and Needy Buyer

Finally, let us turn to the fourth scenario that describes a market where a wants seller is trading with a needy buyer. Again, it is the differential reservation price that matters. If the seller is indifferent between staying in the market at a given profit rate or leaving the market altogether, he/she is in a superior bargaining position relative to a person who needs to purchase in order to maintain his or herself. This is related to the problem of local monopolies. The market described in this scenario has been evident in both Third World situations(18) and in the economic history of this country [Ransom and Sutch 1977]. In such cases, there is a systemic advantage in favor of the wants trader. The reason is that their well-being is not immediately dependent on the successful outcome of the exchange. Alternatively, the needy buyer is presented with a situation in which their personal position will deteriorate with the passage of time. For them, it is rational to engage in a trade today even if it is clearly a disadvantageous one. I wish to emphasize that in this trade the canons of rational behavior are not violated. Information is not constrained, and there are numerous buyers and sellers. The only change in the standard assumptions of neoclassical price theory is that the initial positions of the participants in the exchange are not homogeneous.

Not all instances of this scenario have capital in the privileged market position. An interesting example of firms being needy relative to labor is illustrated by the nineteenth and early twentieth century shipping industry. Sailors, when they returned to port after a multiple-year journey, would typically be in possession of a relatively large amount of accumulated back wages. We could say that their reservation price was, on average, considerably enhanced. On the other hand, it was unprofitable for a ship to be moored in a port any longer than necessary. A superior ability to wait meant that sailors held a significant degree of market power over their potential employers. The consequent "labor shortage" faced by shipowners was especially acute in the West Coast ports where many people would decide to leave the ailing profession and pursue opportunities in the booming economy of California. For shipowners, the resolution was a de facto legalized form of kidnapping in which sailors would be "shanghied." This was a procedure in which disreputable tavern owners would drug sailors and, for a finder's fee, load them onto outbound ships. Once the ships were out to sea, the captain was the only figure with legal jurisdiction, and the sailor would find himself without any recourse to law. In this way, the shipping industry took advantage of the legal structure of international shipping to ensure itself a timely, cheap, and docile supply of labor. The vociferous resistance to various reform efforts is indirect evidence that shipowners and captains understood how difficult and expensive it would be to recruit labor if unfettered market relations were to prevail in their industry [Davidson 1985].

Perhaps more germane to recent discussions within the law and economics literature is the observation that it s needy firms that are motivated to negotiate contracts with key suppliers of production inputs. Firms in complex production processes are exposed to large losses in the event of an unanticipated disruption in the production process. The willingness of courts to acknowledge this need and apply penalties in the case of contract violations is an adaptation of the legal system in recognition of this aspect of exchange [Corbin 1964, secs. 1102-1135]. In this view, the social value of a contract is not simply limited to minimizing transactions costs or sharing the risk implicit in the fluctuation of input prices. On the contrary, the continued existence of a potentially needy firm is, in many cases, dependent on this social arrangement we call contract law.

The point is to suggest that with the addition of a plausible and reasonably elementary distinction, some important results of neoclassical economics can be brought into question. A free market may not maximize utility for all, for a systemic pattern of unequal exchange may exist. If the above argument has merit, the theory of the perfect market is not as generalizable as its proponents claim. It would follow that neoclassicism is a specific theory that applies only under the conditions of the second scenario where wants traders are on both sides of the exchange. Such a theory of the market can generate important misunderstandings if it is employed to study exchanges that are outside of its sphere of applicability.

Completion When the Specificity of the Commodity Matters

The Theory of General Economic Equilibrium

It would be a fair generalization to state that to most contemporary economist, the theory of general equilibrium is synonymous with economic analysis. A corollary of the theory of general equilibrium is the proposition that, barring external constraint, the final result of exchange in a free market is the most efficient outcome. h-opponents argue that to interfere with the smooth functioning of the market is to lose the "information" transmitted by the market price. As a scarcity index, prices in commodity markets are thought to allow for the rapid transference of information on profit opportunities and relative scarcities.
An implicit assumption of general equilibrium theory is the proposition that in the absence of external constraints, market forces operate in an identical manner in each and every market. General equilibrium theory presumes that an equilibrium will arise in every market without regard the nature of the commodity under discussion. In this theory, the "laws" of the market are thought to hold equally for stolen car stereos, hamburgers, and foreign exchange.

Within this theory, market clearing prices must always emerge. This must be the case since incorrect valuations represent an opportunity for an alert arbitrageur to capitalize on false prices. In this manner, neoclassical theory, with its emphasis on the theory of individual behavior, argues that market opportunities will not last in the absence of external constraints. Being persuaded by these arguments, economists typically conclude that the free market provides the most rational and efficient disposition of a nation's resources.

As a strategy of persuasion, neoclassical market theory attempts to reduce price and monetary relations to a primordial barter relationship between the owners of real quantities of goods [Levine 1980]. Within this Robinson Crusoe metaphor, the purchase of a financial asset is a form of investment

theoretically indistinguishable from planting a seed in the ground or postponing present consumption.(19) There is no room in such an analysis for the possibility that the financial circulation is a process with an internal logic that is not reducible to an underlying barter economy.

Parallel to the argument of the last section, I will now explore the importance of the assumption that all markets operate as barter markets. I will argue that by deriving a theory of market behavior that is independent of the commodity traded, the neoclassical school participates in a fundamental conceptual error. The existence of this error leads to false deductions, poor judgment, and ultimately misguided regulatory policies.

On the Distinction Between Consumer Goods, Status Goods, and Financial Assets

My thesis is that the behavior of a market depends on some of the specific qualities of the good traded. To uphold this thesis is to reject the idea that there is a single generic or universal theory of market behavior. For example, a distinguishing characteristic of asset markets is their relative liquidity. During normal trading periods, individuals can rid themselves of their entire portfolio of assets for a negligible transaction cost. By contrast, real estate will normally sell at a discount well below its market price if one desires to sell it within a month. Used furniture is even less liquid than real estate.

Besides liquidity, traded goods differ in a number of other dimensions. For instance, some goods are bought and sold in a manner that is very close to the way markets are typically described in textbooks. I will denote such goods "consumer goods." Consumer goods are distinguished by the fact that their essential properties can be reasonably well understood or anticipated by the purchaser. Of most significance for the behavior of the market, the consumer is able to judge his or her desire for these goods prior to, and independently of, their knowledge of the market price. This independent evaluation is essential if the standard theory of demand is to be operable. In such markets, firms can and do lower price in order to increase sales and reduce inventories.

A second type of good, which I will denote "status goods," are different from consumer goods in that they are valued for their ability to help a person achieve a sense of individuality. Consuming a specific good, in opposition to other choices, indicates something about a person and aids the process of individuation [Levine 1981, 278-285]. A product of this sort is useful, but that is far from its only attribute. For instance, Reebok sneakers are obviously footwear, but Reeboks play a more complicated role in our social system. They indicate that the consumer is fashion conscious and has a surplus of disposable income [Veblen 1953, chap. 7]. Sellers of status goods are aware of the dual nature of their product. For this reason, they exert themselves to establish the market "position" of their product and to ensure that these commodities maintain their image. This is the reason that status goods are distributed through certain upscale retailers at a minimum price. This is mandated to the extent that part of the utility of the good is embodied in the price and public image of the product. These marketing realities present a challenge to the neoclassical theory of consumption, which requires that utility and price be consciously separable.(20) With status goods, the retail price indicates an artificial scarcity, a scarcity that consumers perceive to be one of the desirable attributes of the product [Veblen 1953, 116-7].

Financial assets are a third distinct type of good. Assets represent a legal entitlement to a future pecuniary return. This commodity is unique in

that it has no attribute enabling it to be directly observable or consumable. Its price and ultimate value are independent of any particular preference other than the desire for an increase in wealth. Moreover, assets are typically free of carrying costs. As such, an asset can usefully serve as a store of generalized purchasing power or wealth.(21) Its value is determined by what the aggregate of market participants perceive the asset to be worth, along with their collective estimation of how this value will change over time. This latter fact is fundamental to the actual operation of asset markets.

A unique feature of asset markets is that they function, that is to say trades are made, only in the case of divergent expectations. Like all markets, someone has to be willing to buy if a price is to emerge. However, the purchase of an asset requires that a buyer hold an expectation that differs from that of the seller. Instability results when expectations converge. A market crash occurs, and is rational, when everyone concurs on an expectation of falling values.(22)

This situation is fundamentally different from that of other markets. Under normal conditions, the demand for consumer goods depends on the current market price for those same goods. On the other hand, a conventional (high) valuation for status goods is essential to the operation of those markets. After all, the value of a status good to its owner is dependent on a widespread knowledge of a good's price and its premium over any conceivable use-value that can be derived by the consumer. The asset market is unique in that it is the unknown and, to an important extent, unknowable value of the asset that creates the market and the need for an exchange [Prasch 1992].

Perspectives on Policy

If the Identity of Traders Matters

If it is true that traders are not equally dependent on the market in the sense that some people must trade from a position of systemic weakness, it follows that trading restrictions that attempt to protect, and even enhance, the bargaining position of needy traders begin to make sense. For instance, extending the coverage of the minimum wage can be justified in occupations where we can identify a large group of needy workers. Such workers may be subject to low pay since they are unable to bargain effectively with an industry that trades to satisfy the wants of its management. Occupational Safety and Health Administration (OSHA) protections make sense if workers who are dependent on the market are unable to bargain for the higher wage that is required to act as an insurance fund against unsafe working conditions. This last statement would be true even in a case where workers were fully capable of understanding the exact health risks involved. Implicit in this result is that without symmetric bargaining power and/or full employment, the "theory of compensating wage differentials" does not hold.

One policy that would probably do more than any other to eliminate unequal bargaining power would be a policy of full employment. Workers would have substantive bargaining power if jobs were plentiful. That full employment is capable of enhancing the bargaining power of workers has not escaped notice. The Phillip's curve is implicitly based upon this fact [Phillips 1958]. Michael Kalecki also drew our attention to the role of unemployment in managing the workplace [Kalecki 1971, chap. 12].

Another aspect of the market's pernicious impact on needy traders is captured in the recent work of Juliet Schor, which draws attention to the increasing labor effort expended by the average American worker [Schor

1991]. Reductions in the level of income support programs, combined with the retreat from a public commitment to full employment, has forced people to accept reductions in their standard of living [Krugman 1992]. It is difficult to imagine that the observed increase in the labor supplied by individuals is due to some exogenous social force that has increased the average American's "preference" for labor over leisure time. It is more reasonable to speculate that this increased work week is associated with a decline in the bargaining power of the American work force.

A policy of full employment would begin to bring actual content to the market ideal of a free exchange between equally situated owners of property. With full employment, laborers who are dependent on the market would be able to bargain as if they were wants traders. Wants traders, who formerly derived a surplus from labor's fear of unemployment, or the abject condition of a specific group such as migrant laborers, would be forced to bargain on a more equal basis.

If the Nature of the Commodity Matters

The value to society of specific economic regulations and other market interventions can also depend on the type of commodity that is being traded. For instance, an agency that inspects the quality of food items can be socially useful by ensuring consumers that the quality of food is uniformly healthy. Such regulation has the secondary effect of taking the speculative element out of the purchase of food. Ideally, customers determine their demand for certain food items on the basis of preference and price. In such a case, they would be free of the need to make some estimate of the prospective safety of food items on the basis of its relative price or some other "signal" [Akerloff 1970]. We can conclude that health regulations improve the efficiency of the market by allowing food to trade in an orderly manner as consumer goods rather than in the more disorderly manner that is characteristic of speculative goods.

Asset markets can serve a more social purpose to the extent that assets can be induced to trade in the manner of consumer goods rather than as speculative goods [Keynes 1964, 158-161]. For instance, some speculative pressures are eased when the Securities and Exchange Commission requires a degree of truth in the annual reports of publicly listed companies. In the event that expectations converge and a flight from assets is in evidence, "circuit breakers" can stop trading while the situation stabilizes. Moreover, volume is enhanced by the ability of regulatory agencies to provide the market with a degree of legitimacy through their periodic attempts to curtail insider trading. Such interventions can improve the operations of asset markets by enhancing their "efficiency" and preventing mishape in the financial sector from spilling over into the rest of the economy in the form of debt-deflations or credit-crunches [Fisher 1933; Kindleberger 1989].

Conclusion

This paper is critical of the generalized use of the theory of perfect competition. Its primary conclusion is that the received theory is a specific theory. Its domain is limited to the case of wants traders who are exchanging commodities with well-defined and predictable characteristics such as non-status consumption goods. The argument suggests that if market participants can be distinguished by circumstances that affect their trading behavior, and/or the market is trading a good whose perceived value is dependent on either its current or expected price, the standard theory of exchange fails to perform a descriptive or scientific purpose. In such cases, the wrong theory is being applied to the problem.

In these latter cases, the political economy of the situation changes. Various safeguards and regulatory measures may be rational solutions to very real economic problems. Such policies can be directed to defects that are intrinsic to the exchange relationship. Economists must come to realize that in many cases regulatory policy is geared to finding solutions to problems that are internal to the actual performance of a free, perfectly functioning, market-based economy.

Appendix. The Independence Assumption in the Theory of Consumer Behavior

In the standard, or neoclassical, theory of exchange, all persons are trading in the market to satisfy wants. Some wants are acknowledged to be of high intensity and others less so, but the underlying notion is that the integrity, or structural coherence, of the individual as an economic agent remains intact even in the event that a want remains unfulfilled [Levine 1988, 5].
Crucial to the neoclassical theory of consumption is the assumption that a given agent will move to a higher utility frontier in the event of an exchange, but in the event that the exchange does not take place, they will not, as a result, be worse off. In other words, the reservation price, valued in utility, is the status quo ante. The assertion that the failure to exchange does not make us worse off is not simply an ideological bias. On the contrary, it is a foundationally crucial assumption. For this reason "needs," in the sense of dependence on the exchange relationship, can and must be thought to be nonexistent. The reason that needs are overlooked is tied to an assumption that is unique to the neoclassical theory. The neoclassical theory posits that for any individual optimizing agent, the prices of consumption goods, their "endowment," and their preferences must each be independently determined. I will label this assumption the "independence assumption."

Indeed, for a consumer, the prices of consumption goods are given in the market place. These prices are thought to be parameters to the problem of "rational choice." The consumer is generally thought to be so small relative to the market that any attempt to manipulate the relative price structure through purchase or sale would be futile.

The second of these assumptions is that pertaining to income. The consumer is thought to have an "endowment" that, when sold, represents his or her income. This would still be true even in the case of a consumer who desires to consume his or her own goods. In such a case, the goods are thought to have a shadow price that values these goods as income at their respective market prices. These shadow prices would be used to calculate the value of their initial endowment so there would be no effect on the theoretical estimation of a consumer's income.

Finally, there is the map of indifference curves. This is treated as a datum to the problem of consumer choice. We are not supposed to know, judge, or be able to provide quality weights to them because they are given. At best, they can be inferred from ex post purchase patterns along the lines of the notion of "revealed preference."(23) Graphically, the consumption decision looks like Figure 1. (Figure 1 omitted)

Relative prices of consumption goods A and B determine the slope of the budget constraint. The original endowment, valued at market prices, determines the distance of the budget line from the origin. The equilibrium "basket" of consumption goods is the tangent between the highest attainable utility curve (U") and the budget constraint.

A problem arises when our preferences are in any sense a function of the relative plentifulness or scarcity of various goods. For the sake of simplicity, suppose that there are five goods in our "economy": business suits (S), entertainment (E), food (F), water (W), and labor (L). Furthermore, suppose that our "representative agent" sells his/her labor for a wage that allows for a certain budget. Consumer surveys indicate that he/she spends his/her income on the four consumption goods in the following quantities: 40 percent S; 30 percent E; 20 percent F; 10 percent W.

Now suppose her job is offshored so she is working in the fast-food industry for one-quarter of her previous wage. Fast-food restaurants provide uniforms. This fact, combined with the now unaffordable cost of nights on the town, indicates that suits are no longer in demand. This leads our consumer to formulate a new consumption pattern, say 80 percent F; 15 percent W; 5 percent E; 0 percent S. Now typically, this change is handled as a simple example of the income and substitution effects at work. However, this assumes stable preferences. Can we honestly say that this is the case?

The question at hand is whether a change in the wage level is able to force a change in a consumer's utility for different goods. To continue the above example, we might suppose that our imaginary laborer is depressed and begins to consume an entirely new commodity such as fortified wine. Can we attribute this new demand to a change in her income? Most of us would agree. However, the neoclassical theory of demand cannot concur in this judgment without losing its determinacy.

We know that the neoclassical theory insists that a consumer's preferences are established prior to their knowledge of their income and must remain constant throughout the comparative statics exercise. At best, these utility maps are estimated by supposing various "states of the world." But this is unconvincing since the only theoretical basis for such a claim is based on the theory of revealed preference. This theory is ineffective since it is not able to separate out hypotheses as to whether it is the substitution effect or a reassessment of preferences that is responsible for changes in the consumption bundle when a consumer experiences lower incomes [Georgescu-Roegen 1954; Lutz and Lux 1988, Appendix I]. (Appendix I omitted)

Nour, if the slope and location of the utility curves were dependent on the level of income, it would follow that the model of consumer choice would be underspecifed. The reason is that we would be trying to determine the optimal consumption of the two goods A and B from a single equation, an equation that jointly determines the location of the budget constraint and the specificity of the preferences that make up the set of utility frontiers.

It should now be clear that the reason for the "independence assumption" is to satisfy a mathematical imperative. If consumer theory is to posit a unique solution, utility must be determined prior to, and independently of, our knowledge of a person's endowment, and the purchasing power of that endowment as indicated by the structure of relative prices. It is an unfortunate vice of modern mathematical economics to assert that the assumptions that are imperative to achieving the closure of any given model correspond to observable realities in the actual economy. There is no a priori reason to assume such a correspondence. The independence assumption is a case in point. In order to solve for what are supposed to be three independent variables, the level of goods A and B consumed and the level of utility achieved, the model must articulate three independent equations--the utility map, the consumer's endowment, and the market's

relative prices. Such an assumption cannot be supported by our knowledge of real-world behavior. If the independence assumption did not modify our understanding of actual policy proposals, this fact would be of no importance. However, we know that this is not the case. "The Theory of Consumer Behavior" is invoked to support a wide variety of policies. Some of these policies are of questionable merit.

For this reason, the positing of "needs" as a category in the text plays an undermining role. The existence of needs indicates that the utility a person is able to obtain from various bundles of goods can reasonably be thought to be a function of income. The idea is that a consumer's condition, valued in utility, deteriorates as their needs go unresolved over time. Having the budget constraint fall below a certain level increases the potential utility that a person could gain by having these needs met. In the "real world," we cannot formulate our preferences until we know our income.

Those who dismiss the notion of needs by an appeal to the standard theory of consumer behavior are not, as they suppose, making a theoretical argument so much as they are simply reasserting the priority of the "independence assumption" for economic theory. Such an assertion is not derived from a reasoned argument. On the contrary, it reflects a belief about the priority of a certain methodology. Should defenders of the independence assumption believe that it captures an important attribute of consumer behavior, it is they who should articulate their reasons for it and allow that argument to be subjected to professional scrutiny.

Notes
1. The presentation is not designed to shed new light on economic history. On the contrary, these examples are designed to illustrate the breadth of understanding that can emerge through the proposed more general theory of exchange.

2. Proponents of the theory of perfect competition implicitly force us into a false choice when they require that we simultaneously accept both the use of assumptions and their specific idea of the appropriate assumptions to use or be forced to reject what most contemporary economists believe to be the method of scientific investigation. It is understood that the theory of perfect competition is not intended to be completely "accurate" in the sense that it provides a full description of the market process. It is clear that an abstraction has been made and will inevitably be made if theory is to advance in its appointed task.

3. "The theorist must, of course, simplify to some extent...theory cannot render its appropriate service to practice except by abstracting from what for the immediate purpose on hand can without serious loss be treated as of negligible account. What can safely be disregarded depends in part on temporary circumstances. But it is the nature of the questions which are put to economists, or which should be put to economists, rather than any methodological preferences or prejudices of the economists themselves, which provide the proper criteria for framing of models for purposes of analysis" [Viner 1953, 3-4].

4. Friedman [1953]. For critiques, see Katouzian [1980] and Hollis and Nell [1975].

5. By rejecting a universal explanation of the market process, this paper is spiritually aligned with the American Institutionalist School. See Means [1935], Ware and Means [1936], and Galbraith [1967] for representative expositions of an institutionalist view of the market process.

02245892   SUPPLIER NUMBER: 53250770   (THIS IS THE FULL TEXT)
OpenSite Arms Aspiring Auction Sites.(with online auction software and
   services)(Company Business and Marketing)
Andrews, Whit
Internet World, 17(1)
Nov 16, 1998
ISSN: 1081-3071   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 951   LINE COUNT: 00077

TEXT:
     ENTREPRENEUR ED Rosenberg has about 150 beer stems, shot glasses, and
similar festive whatnots for sale at CollectEx, his new collectible auction
site.
     Nice inventory. But consider the competition: eBay has 2,000 items in
its "Stems and Drinkware" section. Plus, give or take, about a million
other items for sale at any given moment. It's a daunting prospect.
     And yet small retailers like Ed Rosenberg are a major component in
the strategy of OpenSite, a startup auction-technology provider. Founded in
1996, the 45-employee Raleigh, NC., company claims a customer list of more
than 175 retailers and enterprises running public and private auction
sites, each having paid between $5,000 and $100,000 for the privilege,
license, and services included. It's starting to look like a lucrative
market. Analyst Vernon Keenan projects that auction-priced sales on the
Internet will rise from $40 million in 1998, about 10 percent of all
Internet sales, to $446 million in 2002, or about 29 percent of total
Internet sales.
     Numbers like that are invigorating upstarts such as eBay, as well as
service and software providers such as OpenSite-and are drawing giants such
as Microsoft, which announced last month that its Site Server Commerce
Edition will incorporate basic auction technology.
     But one must still wonder what small players like Rosenberg are
thinking as they square off against eBay, with its fresh infusion of Wall
Street cash. And by extension, what can OpenSite be thinking as it stares
at the sole of Microsoft's vast boot?
     "EBay has grown to be such a monster," answered Rosenberg, who
started CollectEx recently after selling his first auction site, Stein
Auction. "Why does anybody open up a Mom-and-Pop store when there's a
Wal-Mart in town?"
     That's a good question on its own, and Rosenberg ticks off responses
as they relate to the Internet auction business, most of which come down to
the small retailer's claim to address the details better.
     Rosenberg vets every auctioneer, for example, trying to be sure
they're legitimate dealers. He'll take stuff on consignment to verify
quality. If something goes wrong in a sale, he answers the phone and
provides customer service on the spot. He believes no one has ever been a
victim of fraud on his site.
     In contrast, eBay allows the community to vet new sellers, won't take
inventory risk, and has e-mail, not telephone, support.
     OpenSite cites the same list of reasons for why huge auctioneers such
as eBay and Onsale can't corner the market and thus deny OpenSite's
customers a sector. And then it joins the legions of developers who have
gone before it in saying that Microsoft's announcement of interest in
auctions "validates" its market.
     Microsoft's validation has had different results in the past:
Sometimes, Microsoft's platform strategies lift the dirty work from
third-party developers, making it possible for them to concentrate on
features that make their products better.
     Other times, Microsoft's validation of a company s strategy is mere

prelude to irrelevance, and the list of such fade-aways on the Internet is long: push provider Intermind, FTP Software, and Free-Loader come to mind.

OpenSite CEO Michael Brader-Araje vows OpenSite will not join their number, but will be one of the relatively few who stay ahead of Microsoft long enough to establish themselves as having unique capabilities.

"I don't view them as a threat but more as a partner," he said. Microsoft's inclusion of auction basics in Site Server "drastically opens up our market."

OpenSite's opportunity is not in simple bid management, but in the variety of auction pricing models and the complexity of managing sales sites, Brader-Araje said. And soon, he added, OpenSite will aggregate its customer auction sites in a loose network, creating an eBay rival whose members can feed off each other's traffic.

Furthermore, he said, OpenSite intends to rent space in the auction hub for co-branded auctions as well. Sites that want a starter solution can get one for a rental fee, instead of ponying up the full price for services and software.

The maneuvers have their own competition, of course. Shopping aids like mySimon already comb auction sites from all providers, not just one software vendor's customers. And eBay is adding features like personal retail sites to its offerings to co-opt successful auctioneers and keep them in the fold.

On the other hand, the business of providing a commercial feature to retailers is a famously punishing chase, and Microsoft's entry makes it all the more daunting. A year ago, Onsale identified its greatest risk not as the laggardly way consumers were taking to the Internet or the uncertainty of auction sales, but as the scarcity of things to auction and the difficulty of being assured it could get at them.

By not pursuing Onsale and eBay, but simply seeking to equip their rivals-and now to promote them-OpenSite removes itself by one from the fierce marketplace. And while that's no insurance policy, Keenan said it may give OpenSite the insulation it needs to survive.

"I do see the small entrepreneurial auction sites not having a great future," Keenan said. "The major auction aggregators will dominate the future."

      search: COMMERCE
      At a Glance
      Raleigh, N.C.
      Founded: 1996
      Employees: 45
      Product: OpenSite Auction 3.0
      Customers: 175, including AuctionGate Interactive, Currans Cards, Rock Auction (lower right), SciQuest, Sporting Auction, Stein Auction, US Paper Money, and WineBid (upper right)
      COPYRIGHT 1998 Mecklermedia Corporation

COMPANY NAMES: OpenSite Technologies Inc.--Services
GEOGRAPHIC CODES/NAMES: 1USA United States
DESCRIPTORS: Company Services; Electronic Commerce
PRODUCT/INDUSTRY NAMES: 4811520 (Online Services); 7372700 (Contract
  Software & Services)
SIC CODES: 4822 Telegraph & other communications; 7373 Computer
  integrated systems design
FILE SEGMENT: CD File 275

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Set     Items    Description
S1    2171162    BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                 OR SHOPPER?
S2    2764795    SPECIFIE? ? OR STATE? ? OR CHOOSES OR DENOTE? ? OR DESIGNA-
                 TE? ? OR INDICATE? ?
S3    3981158    ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -
                 OR GOODS OR SERVICE? ?
S4    2157404    CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S5    1163633    ENTERPRISE? ? OR DEALER? ? OR TRADER? OR SELLER? ? OR VEND-
                 OR? OR MERCHANT? ?
S6     179036    S2(5N)S3
S7       3923    S6(10N)S4
S8        777    S7(S)S1
S9    4312924    MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROUS? OR P-
                 LURAL? OR TWO OR 2 OR PAIR OR COUPLE OR (MORE OR GREATER)(1W)-
                 (1 OR ONE) OR NUMBER()OF OR DIFFERENT
S10     86213    S9(3N)S5
S11        21    S8(4S)S10
S12        47    S8 AND S10
S13     80643    AUCTION? OR MULTIAUCTION? OR MULTI()AUCTION?
S14         5    S12 AND S13
S15         5    RD (unique items)
S16        47    RD S12 (unique items)
S17        30    S16 NOT PY>1999
File  15:ABI/Inform(R) 1971-2005/Sep 23
          (c) 2005 ProQuest Info&Learning
File 610:Business Wire 1999-2005/Sep 23
          (c) 2005 Business Wire.
File 810:Business Wire 1986-1999/Feb 28
          (c) 1999 Business Wire
File 476:Financial Times Fulltext 1982-2005/Sep 23
          (c) 2005 Financial Times Ltd
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EIC Search

17/3,K/1   (Item 1 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

02419437 117542671
Dynamic management of the environmental enterprise: a qualitative analysis
Hendrickson, Lorraine Uhlaner; Tuttle, Dale B.
Journal of Organizational Change Management v10n4 PP: 363 1997
ISSN: 0953-4814 JRNL CODE: ORC
WORD COUNT: 7654

...ABSTRACT: environmental classification scheme that can be used to
categorize the mission or market strategy for **different** environmental
enterprises , and **2** . the application of the Dynamic System Planning
Model, an open systems model of organization effectiveness...
...TEXT: environmental classification scheme that can be used to categorize
the mission or market strategy for **different** environmental **enterprises** .
Second, we apply the Dynamic System Planning Model, an open systems model
of organization effectiveness...

...about the following three issues:

-    (1) How should researchers define environmental entrepreneurship and
further categorize **different** types of environmental **enterprises** ?

-    (**2**) Do environmental entrepreneurs (those offering products and
services that benefit the environment) manage their firms...i.e., the niche
it has defined for itself in the marketplace to attract a **customer** base
as evidenced by its **stated** mission, mix of **products** and **services** , and
type of **customer** served. Such a classification scheme is essential to
furtherance of study of environmental entrepreneurship. If...

...institutional (including governmental or other quasi-governmental or
independent bodies).

It is possible for an **enterprise** to serve one, **two** or all three types.
The fourth dimension classifies the enterprise based on the type of...
extend this analysis. In particular, does the environmental nature of the
market strategy make environmental **enterprises different** in other ways?
Does their approach to management of key issues vary as a result...

17/3,K/2   (Item 2 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)

01909526 05-60518
Generation II.A LOS
Allen, Leilani
Mortgage Banking v60n1 PP: 173-174 Oct 1999
ISSN: 0730-0212 JRNL CODE: MOB
WORD COUNT: 1235

...TEXT: loans, 203k and 125 loan-to-value (LTV) loans and planned unit
developments (PUDs). Recently, **several vendors** have added support of
combo loans (typically a standard first and a HELOC).

This is...

...its underwriting matrix. Most engines contain several dozen parameters

that are common to most mortgage **products** (term, occupancy, **state** , LTV,
minimum/maximum loan amounts, property **type** , credit score, etc.). A firm
can add additional parameters, if necessary. A loan product is...

...product engines can also be customized to support very new product types
(e.g., commercial, **consumer** , multifamily or rural properties), provided
the lender can define the parameters properly.
These product engines...

17/3,K/3   (Item 3 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01828574   04-79565
The reality of brands: Towards an ontology of marketing
Grassl, Wolfgang
American Journal of Economics & Sociology v58n2 PP: 313-359 Apr 1999
ISSN: 0002-9246 JRNL CODE: AES
WORD COUNT: 18817

...TEXT: community.

For purposes of marketing, a niche would then be an yz-dimensional
hypervolume in **product   category** space, where ni **designates** the number
of properties used in the **consumer** evaluation of products. By analogy
with the species concept, which corresponds to product categories rather...

...a niche defines the conditions for brands to establish themselves
dependent on the match between **consumer** preferences and properties of
products.37 A niche embraces not only products in the sense of substances,
but also shapes, colors, textures, tendencies and boundaries, all of which
afford **consumers** sufficient benefits to sustain a brand. It must be noted
that formally a niche is...
...be a matrix of n vectors describing properties-an assumption underlying
the characteristics approach in **consumer** theory (Lancaster, 1971).

This understanding of the term niche' is restricted to the supply side...
order predicate logic. This will ensure translatability into the languages
(such as Ontolingua) underlying the **various** attempts to construct
enterprise ontologies within artificial intelligence frameworks (Guarino,
1998; Uschold, King, ?loralee and Zorgios,1998).

Mereotopology, however...

17/3,K/4   (Item 4 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
(c) 2005 ProQuest Info&Learning. All rts. reserv.

01705571   03-56561
Determining consumer preferences for a cash option: Arkansas survey results
Simon-Rusinowitz, Lori; Mahoney, Kevin J; Desmond, Sharon M; Shoop, Dawn M;
et al
Health Care Financing Review v19n2 PP: 73-96 Winter 1997
ISSN: 0195-8631 JRNL CODE: HCF
WORD COUNT: 9587

...TEXT: three PAS financing methods: (1) cash benefits (payments to
qualified clients or their representative payees); (**2**) **vendor** payments

(a case-manager determines the types or amounts of covered services and arranges for...interested" and "not sure" respondents) versus those who responded "not interested."

The primary influence on **consumer** interest in the cash option was the **consumer** 's willingness to perform tasks associated with managing personal care workers ($p < 0.001$) (Table...

...most important variable that predicted interest was desired level of involvement with current personal care **services** (Table 4). Respondents who **indicated** they wanted more involvement in determining the amount and **type** of services they currently receive were 4.5 times as likely to be interested in...

   17/3,K/5   (Item 5 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01650524 03-01514
Measuring satisfaction
Duffy, Tom
Network World v15n24 PP: 49-58 Jun 15, 1998
ISSN: 0887-7661 JRNL CODE: NWW
WORD COUNT: 2243

...TEXT: Still, with few exceptions, the results show there is plenty of room for improvement among **vendors** .

We mailed **two** individual surveys, one on servers and groupware and another on internetwork hardware, to 1,000...

...overall service and support rating of 80 hits the bottom end of the "somewhat satisfied" **category** , which hardly **indicates** **customers** are thrilled by **service** levels.

None of the vendors in any of the three **categories** - servers, groupware and internetwork hardware - ran away from the pack, though some managed to edge...

   17/3,K/6   (Item 6 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01637325 02-88314
Liberalization and the behavior of output during the transition from plan to market
Hernandez-Cata, Ernesto
International Monetary Fund Staff Papers v44n4 PP: 405-429 Dec 1997
ISSN: 0020-8027 JRNL CODE: IMF
WORD COUNT: 7178

...TEXT: a profit as the economy is liberalized, and for which there is growing demand by **consumers** and by other firms that are increasingly free to purchase what they wish in free markets. It should be stressed that the **two** types of **enterprises** should not be classified rigidly in terms of the economic sector to which they belong (i.e., industry vs. **services** , or privatized vs. **state** -owned firms). Rather, enterprises are **categorized** as **type** -A firms to the extent that they have structured or restructured

their production and modified...

17/3,K/7   (Item 7 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01438984 00-89971
An Exploratory study of exclusive dealing in channel relationships
Li, Zhan G; Dant, Rajiv P
Journal of the Academy of Marketing Science v25n3 PP: 201-213 Summer
1997
ISSN: 0092-0703 JRNL CODE: AMK
WORD COUNT: 9677

...TEXT: distributors, unlike NED resellers, commit their resources and
investment to only one supplier within a **specified   product   category** .
Consequently, other things (e.g., distributor size) being equal, ED
resellers are likely to invest...

...suppliers' products, ED distributors' product assortment is likely to be
narrower with fewer alternatives for **customers** , as compared with the NED
distributors. Based on this line of thinking, one may reason...maintains
the comparability of the reference points across the ED and NED situations.

Of the **2** ,553 NOMDA **dealers** that were selling copying machines, 573
returned the questionnaires, resulting in a response rate of...

17/3,K/8   (Item 8 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01338422 99-87818
**Resale   price   maintenance or dealer exclusive territories? Toward a theory
of product distribution**
Boyd, David W
American Economist v40n2 PP: 86-94 Fall 1996
ISSN: 0569-4345 JRNL CODE: AME
WORD COUNT: 3785

...TEXT: service provision is costly to the manufacturer. Thus, in its
distribution decision a manufacturer faces **two** imperfect options: **dealer**
 exclusive territories with its elevated retail price, and RPM, resulting
in a sub-optimal level...

...the three main components of the model: a monopolist manufacturer, a
heterogeneous retail sector, and **consumers** . The monopolist manufacturer
of a single good distributes its product through a retail sector in...

...does not dictate retailer behavior, the manufacturer is a Stackelberg
leader with respect to its **dealers** . **Two** types of **dealers** comprise the
retail sector. There exists a large number of potential high service
retailers, each...
...independent of the number of units sold, and are incurred prior to and
independent of **customer** purchase.5 The cost per unit of **service** is
denoted by gamma.

A retailer of either **type** incurs zero marginal costs of distribution and

the manufacturer faces a constant marginal cost of...can at least partially
combat the free riding activity by imposing vertical restraints on its
dealers . This section examines **two** such options, **dealer** exclusive
territories and resale price maintenance. The analysis of RPM depends, in
part, on whether...

17/3,K/9   (Item 9 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01219719 98-69114
Estoppel and Section 2-201 of the Uniform Commercial Code
Bellomy, Christopher M
Commercial Law Journal v100n4 PP: 536-559 Winter 1995
ISSN: 0010-3055 JRNL CODE: CLJ
WORD COUNT: 13621

...TEXT: which are not capable of performance within a year from the time
of their formation; **Class** VI. Contracts for the sale of **goods** or
chooses in action of a value above an amount variously fixed by the
statutes of the several states, unless the **buyer** accepts and actually
receives what is sold or part thereof, or gives something in earnest...is
not enforceable under this paragraph beyond the quantity of goods shown in
such writing. (**2**) Between **merchants** if within a reasonable time a
writing in confirmation of the contract and sufficient against...

17/3,K/10   (Item 10 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01151707 98-01102
**Change processes towards lean production: The role of the remuneration
system**
Karlsson, Christer; Ahlstrom, Par
International Journal of Operations & Production Management v15n11 PP:
80-99 1995
ISSN: 0144-3577 JRNL CODE: IJO
WORD COUNT: 6578

...TEXT: five different parts: lean product development, procurement,
manufacturing, and distribution, as well as the lean **enterprise** [**2**]. As
agreed by the company and the researchers, the company in this study is
currently...based on the periodical review of the completed products,
essentially corresponding to quality from the **customer** 's point of view.
Products are graded based on the frequency and **type** of defects. Zero
indicates that the **products** were fault-free.

(2) Time accuracy, measured as the percentage of orders delivered on time
...

17/3,K/11   (Item 11 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01103252 97-52646
Toward a "general theory" of market exchange
Prasch, Robert E

...TEXT: scenario is the first to illustrate the difficulties that arise if
the circumstances of the **traders** are **different** . It is characterized by
a needs trader on the selling side and a wants trader...existence of a
differential in bargaining strength is related to the credit worthiness of
the **two traders** . By definition, we know that persons who are trading
for wants are less immediately dependent...the canons of rational behavior
are not violated. Information is not constrained, and there are **numerous**
buyers and **sellers** . The only change in the standard assumptions of
neoclassical price theory is that the initial...can and do lower price in
order to increase sales and reduce inventories.

A second **type** of good, which I will **denote** "status **goods** ," are
different from **consumer** goods in that they are valued for their ability
to help a person achieve a...
...but Reeboks play a more complicated role in our social system. They
indicate that the **consumer** is fashion conscious and has a surplus of
disposable income [Veblen 1953, chap. 7]. Sellers...

...separable.(20) With status goods, the retail price indicates an
artificial scarcity, a scarcity that **consumers** perceive to be one of the
desirable attributes of the product [Veblen 1953, 116-7...

 17/3,K/12   (Item 12 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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01074426   97-23820
InterShop: Enhancing the vendor/customer dialectic in electronic shopping
Baty, James B II; Lee, Ronald M

...TEXT: static structures with no ability to incorporate object behavior
in the data definitions. Though each **vendor** may have a **different**
product structure, no meta-knowledge is provided about these structures.
The user must employ exhaustive...

...for cross navigation. The problem to be addressed is how to support and
navigate the **multiple** heterogeneous **vendor** structures.

Even in monolithic product structures navigation is difficult. The large
number of products available...

...was predicated on a single generic product hierarchy. Shopping centers
and malls are composed of **multiple vendors** , each of which offers its
own organizational semantic of departments and products. These individual
store...

...the product descriptions. Similarly, electronic shopping environments
should support multiple heterogeneous organizational representations (i.e.,
 several vendors), and at the same time must support customer navigation
and shopping in this complex environment...video sequences. This requires
the architecture to provide flexibility in record descriptions and

structure for **multiple   vendors** , while maintaining comparability of
common attributes and structural navigability for the consumer at the level
...

...consider additional approaches.

First, in a shopping system, each leaf node (product offering) of a
different (or same) **vendor** , while perhaps offering the same product,
constitutes a different object or record, not different aspects...and
product catalog design, and also supports the use of multiple views of the
same **vendor** data. Figure **2** shows a composite conceptual representation
of the browsing functionality inherent in the data model and...shopping
infrastructures. The shell includes an iconic language for representing and
navigating product offerings of **multiple   vendors** that utilizes both
standard and custom attributes and multimedia data types.

This prototype provides the...For this demonstration the user is seeking a
VCR that satisfies certain criteria. A general **category** is selected from
the Generic Product Hierarchy and then individual **items** are selected
based on **specified** shopping criteria. From this the user expands the
selection set to include items that match...

...by gathering all products with UPC codes that match the selection set.
From here the **shopper** decides to explore the vendors' individual related
departments. It is at this point that our **shopper** discovers a combination
television/VCR that would really be a more interesting purchase. One of...
This can have a limiting effect on the range of product categorization used
by the **various   vendors** . Most **vendors** are likely to categorize most
products somewhat similarly, to aid in attracting/informing customers. Some
...

...a category exists if there is a critical mass of similarity between the
contents of **several   different   vendors** ' specific departments).

Beyond the addition and refinement of system features and functionality,
the prototype can...
...to empirically examine various forms of product organization and
representation and the behavioral aspects of **different   vendor** and
consumer system interactions. In addition, the design presented here can
provide insight and contribution...

  17/3,K/13   (Item 13 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)
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00869672 95-19064
Mass market share: $40 billion
Anonymous
Discount Store News v33n10 PP: A12-A13 May 16, 1994
ISSN: 0012-3587 JRNL CODE: DSN
WORD COUNT: 1046

...ABSTRACT: 8% from 1992, representing the highest growth rate of the
major retailing sectors. Department store **merchants** produced $29. **2**
billion in sales during 1993, a less than 2% increase over the $28.7
billion...
...TEXT: the other tiers of distribution remaining within a single point of
1992.

But in certain **categories** , NPD's figures **indicate** that aggressive
merchandising has paid off for discounters. These stores garnered an
additional 2 percent share in intimate...

...falling in discount store coffers last year, mass merchants have
successfully wooed former department store **shoppers** , and in the bargain
become the primary source of lingerie.

Department stores rang up 24...

 17/3,K/14   (Item 14 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00859168 95-08560
And let no ATM LAN be an island
Wexler, Joanie
Network World v11n19 PP: 1, 60 May 9, 1994
ISSN: 0887-7661 JRNL CODE: NWW
WORD COUNT: 889

...ABSTRACT: carriers and equipment makers have certified their offerings
as interoperable, for the next year or **2** , **vendors** will be implementing
various aspects of ATM in unique ways, leaving network planners to resolve
the differences. Users can...
...TEXT: carriers and equipment makers have certified their offerings as
interoperable, for the next year or **two** , **vendors** will be implementing
various aspects of Asynchronous Transfer Mode in unique ways, leaving
network planners to resolve the differences...

...support the Network-to-Network Interface (NNI). That partially completed
specification, when final, will allow **different**   **vendors** ' ATM nets to
consistently pass along management information, said Fred McClimans,
principal at Decisis, Inc...

...within it renders multivendor networking even more complicated, analysts
said.

For example, if a user **chooses** a certain **class** of **service** --such as
ATM **Class** D, which is connectionless--the carrier and **customer** premises
equipment vendor obviously both have to support that class of service,
Nolle explained.

Gould...

...call setup information is handled.
"Usually, it takes two years [after standards are established] for
different   **vendors** ' products to be interoperable," said Randy Cosby,
network manager at Texas Children's Hospital in...

 17/3,K/15   (Item 15 from file: 15)
DIALOG(R)File 15:ABI/Inform(R)
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00836810 94-86202
**Importance   of   price   in   industrial   buying: Sales   versus   purchasing
perspectives**
Avila, Ramon A; Dodds, William B; Chapman, Joseph D; Mann, O Karl; Wahlers,

Russell G
Review of Business   v15n2   PP: 34-38   Winter 1993/1994
ISSN: 0034-6454   JRNL CODE: ROB
WORD COUNT: 2603

TEXT: This study looks at **buyers** ' and sellers' perspectives in attempting
to determine the importance of three sales knowledge bases: product,
service, and price. Organizational buying behavior literature addresses the
notion that **buyers** · go into a buying situation having evaluative criteria
and decision rules. This study attempted to determine if **buyers** and
sellers similarly categorize attribute information. It appears that **buyers**
and **sellers** have **different** perspectives when **categorizing**
attributes. The sample of **buyers** in this study clearly **indicated** that
service and **product** attributes we more important than the pricing
attributes.

Salespeople have been looking for the magic...

17/3,K/16   (Item 16 from file: 15)
DIALOG(R)File   15:ABI/Inform(R)
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00791579   94-40971
Complaint behaviour, price paid and the store patronized
Williams, Theresa D; Drake, Mary Frances; Moran, James D III
International Journal of Retail & Distribution Management   v21n5   PP: 3-9
1993
ISSN: 0959-0552   JRNL CODE: RDM
WORD COUNT: 3854

...TEXT: discuss complaint behaviour alternatives among these respondents.

STORE. Stores included a department store, a mass **merchant** and **two**
discount stores. One discount store was nationally based, and one was
locally based. The response...

...study. The department store represented most of the responses (44.6 per
cent), the mass **merchant** comprised 26. **2** per cent of the sample, the
local discounter included 16.1 per cent while the...of the intense
competition that the retailer now faces, it seems more important to create
customer loyalty by individual store than by store type. Thus, it is
recommended that each retail outlet take responsibility for setting policy
concerning **customer** complaints, regardless of store **type** .
The Pearson correlation between store/price and complaint **item** also
indicated that behaviour differs by store. ...boycott the store and urge
others to do so. This finding supports the idea that **consumers** are more
likely to boycott certain stores regardless of store type, and therefore
some dissatisfied **consumers** may never communicate with the store with
which they had an unsatisfactory experience. This may represent a serious
financial loss for companies who do not know how to service **customers** ,
and a tremendous gain to those who do. Thus, it is important for retailers
to encourage complaining from dissatisfied **customers** . This enables the
retailer to correct the **consumer** 's problem. Scarborough and Zimmerer[16]
also state that it is important to encourage **customer** complaints. If the
retailer is aware that the **customer** is dissatisfied, the store may then
rectify the problem. "Surveys show that you can win back as many as 74 per
cent of your dissatisfied **customers** " (p. 512).

Findings showed no relationship between price and the insulation. This

```
Set      Items    Description
S1       359097   BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                    OR SHOPPER?
S2       456877   SPECIFIE? ? OR STATE? ? OR CHOOSES OR DENOTE? ? OR DESIGNA-
                    TE? ? OR INDICATE? ?
S3       514966   ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -
                    OR GOODS OR SERVICE? ?
S4       103155   CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S5       167016   ENTERPRISE? ? OR DEALER? ? OR TRADER? OR SELLER? ? OR VEND-
                    OR? OR MERCHANT? ?
S6        28882   S1(10N)S2
S7         6731   S6(S)S3
S8          480   S7(S)S4
S9        16001   S5(5N)( MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMERO-
                    US? OR PLURAL? OR TWO OR 2 OR PAIR OR COUPLE OR (MORE OR GREA-
                    TER)(1W)(1 OR ONE) OR NUMBER()OF OR DIFFERENT )
S10       19278   AUCTION? OR MULTIAUCTION? OR MULTI()AUCTION?
S11          33   S8 AND S9
S12           5   S11 AND S10
S13           4   RD (unique items)
```

File 625:American Banker Publications 1981-2005/Sep 22
        (c) 2005 American Banker
File 268:Banking Info Source 1981-2005/Sep W2
        (c) 2005 ProQuest Info&Learning
File 626:Bond Buyer Full Text 1981-2005/Sep 22
        (c) 2005 Bond Buyer
File 267:Finance & Banking Newsletters 2005/Sep 20
        (c) 2005 Dialog

13/3,K/1   (Item 1 from file: 268)
DIALOG(R)File 268:Banking Info Source

00414719 109774334   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Perfecting and protecting security interests in agricultural collateral
McGarvey, John T
Kentucky Banker Magazine, v901, p15-16, Feb 2002   DOCUMENT TYPE:
Periodical; News LANGUAGE: English RECORD TYPE: Fulltext
WORD COUNT: 1,254

   (USE FORMAT 7 OR 9 FOR FULLTEXT)
...   in farm products also contained several nori-uniform provisions
that required special notices to the **various   sellers** of farm products.
Sellers of tobacco, grain and soybeans, livestock, and thoroughbred and
standardbred horses were each entitled to...

...such as dual payee check.
   Selling tobacco under contract, rather than through the traditional
warehouse **auction** system, is a new process on which no law has developed.
The conservative approach is...

...the operator of the buying station who takes the tobacco from the farmer
as the **buyer** 's agent and issues the check.
   The federal statute **specifies** the form and contents of the direct
notice. Information required on the notice includes the **type** of farm
products , the names and addresses of the debtor and secured party, the tax
payer identification number of the debtor, a **description** of the farm
product including amount if applicable, the crop year and a **description**
of the property on which the crop is grown including the county. Most
computer forms...

13/3,K/2   (Item 2 from file: 268)
DIALOG(R)File 268:Banking Info Source

00367195   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Farm financing under revised Article 9
Rusch, Linda J
American Bankruptcy Law Journal, v73, n1, p211-260, Winter 1999
DOCUMENT TYPE: Journal Article ARTICLE TYPE: News LANGUAGE: English
RECORD TYPE: Abstract Fulltext
WORD COUNT: 24867

   (USE FORMAT 7 OR 9 FOR FULLTEXT)
...   occupied a special place in this country. Farming is thought of as
both a business **enterprise** and a way of life. **2** By the end of 1997, over
$162 billion in credit was extended nationwide in the...of that kind under
a name other than the deliverer, the merchant is not an **auctioneer** and
the merchant is not generally known by creditors to be substantially
engaged in selling...a debtor under Article 9). Because of buyer one's
failure to perfect its interest, **seller** could transfer rights to buyer
two (a secured party under Article 9), and if buyer two properly per
fected, buyer two...Relation to Other Law, RE: Inclusion of Non Possessory
Statutory Liens in Article 9, S1 **CONSUMER** FIN. L.Q. REP. 108 (1997);
Keith G. Meyer, United **States** Agriculture Production Financing: Sources,
Legal Rules, and Con troversies, 45 DRAKE L. REV. 435, 436...
...the issues created by great state law diversity, the drafting committee
voted to include one **type** of statutory lien, agricultural liens, within

the scope of Revised Article 9. See GRANT GILMORE, SECURITY INTERESTS IN
PERSONAL PROPERTY 10.4 (1965) (*Not only do liens of this **type** have
little or nothing to do with the types of commercial financing with which
Article...

...diversity. It would no doubt be a useful project to prepare a uniform
lien for **Services** and Materials Act; the Article 9 drafters shrank from
the task and the successive drafts...671d. 9102(a)(20).
        6sAlthough there is some controversy over whether a farmer is a
merchant , see Chen & Adams, supra note **2** , at 388; Ingrid Michelson
Hillinger, The Article **2** **Merchant** Rules: Karl Llewellyn's Attempt to
Achieve the Good, the True, the Beautiful in Commercial Law, 73 GEO. LJ.
1141 (1985), a commercial feedlot operator would probably be a **merchant** .
Cur. **2** -104 (1995). 69See Meyer, Potpourri, supra note 29, at 748
(discussing case holding feedlot operator...Cur. 2401(1), 2505(1)(a)
(1995). See supra note 7 regarding protection of certain **sellers** unde
federal law. **2** "Rev. 9309(6).
        2141d. 9-110. This rule, of course, does not change the federal...

   13/3,K/3   (Item 1 from file: 267)
DIALOG(R)File 267:Finance & Banking Newsletters
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04609491
 **Blue Light Special in the Private Equity Aisle: The big discount store
known as the secondary market is getting crowded. If you're a general
partner, should you be worried about your LPs selling their stakes? If
you're a limited partner, should you be buying other LP's positions on the
cheap? Here's what you need to know.**
Matthew Sheahan, Senior Editor
Venture Capital Journal
April 1,2004   DOCUMENT TYPE: NEWSLETTER
PUBLISHER: SECURITIES DATA PUBLISHING
LANGUAGE: ENGLISH   WORD COUNT: 3524   RECORD TYPE: FULLTEXT

        (c) SECURITIES DATA PUBLISHING All Rts. Reserv.

TEXT:
...to feed them. It was a path traveled by investors desperate to leave the
asset **class** and cash out completely. Now it's an accepted part of private
equity life, as...

...the aisles of the private equity market and getting what they want by
winning an **auction** . Now, however, things are starting to change.
Secondary buyers are finding more shoppers clogging the...

...who overloaded on private equity in the last five years. Individual
limited partners were big **sellers** for a **couple** of years, but most agree
that those sellers have for the most part washed out of the system. Banks
have been big **sellers** of secondaries over the past **couple** of years and
secondary investors see them as continuing to be active sellers. For
example...

...more money to put to work increases the likelihood that buyers will get
burned. The **auction** process naturally awards deals to the highest
bidders. New entrants to the secondary market will...

...less exclusive for secondary investors. A few private equity funds, both
venture and buyouts, have **stated** that they won't permit a secondary sale

to a **buyer** who is not already a primary limited partner (see sidebar,
next page).
  New Ways To...

...buyers and sellers to make deals that are more complex and nuanced than
a traditional **auction** or straight purchase. As secondary buyers seek
large groups of assets to buy, they're finding that sellers are looking for
more than just a quick deal through an **auction** . Along with the more
progressive use of the secondary market as a portfolio management tool...

...may appear to be.
  While the aisles may be more crowded and the venture capital **items**
aren't selling as briskly as most would like, everyone agrees that the
secondary market...

  13/3,K/4   **(Item 2 from file: 267)**
DIALOG(R)File 267:Finance & Banking Newsletters
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04602309
The Usual Suspects Plague the Middle Market
Martin Sikora
Mergers & Acquisitions Journal
August 1,2003   DOCUMENT TYPE: NEWSLETTER
PUBLISHER: SECURITIES DATA PUBLISHING
LANGUAGE: ENGLISH   WORD COUNT: 5672   RECORD TYPE: FULLTEXT

TEXT:
...acquisition for a mid-sized strategic acquirer that needed to move
forward into a new **product** area, and could only achieve this goal through
an acquisition. So we are definitely seeing...

...have been far more moderate.
  There has been some uptick in areas such as tactical **product**
extensions. The corporate clock keeps ticking, and after a while corporate
buyers begin to feel...

...Allied Capital, which is a $3 billion provider of mezzanine financing
and other private equity **products** . The company is seeing a significant
increase in the number of inquiries in this area...

...in what we call "venture capital," to pursue companies that would
ultimately roll out a **product** line and could be taken public. That model
is seriously flawed, if not dead at...

...if the company doesn't show consistent profitability.
  Financial buyers have been very active in **auctions** but they are not
able to come up with financing to make it anywhere near...

...equity transactions and are not able to be competitive with the
strategic buyers in these **auctions** .
 Deutsch: Those lenders that are lending are being careful about
collateral eligibility, appraisals, and the characterization of appraisals,
such as fair market value, orderly liquidation value, or **auction** value.
  Owsley: We are seeing collateral scrutiny from several major secured
lenders that were caught...

...the case in a recent venture-backed recap that we did of a health care **services** company.

Owsley: When you get down into the sub-$25 million EBITDA space and you ...fall more in line with those of traditional strategic buyers.

If we are representing a **seller** and there are **two** buyers - one strategic and one financial - the choice always comes down to the nature and...

...what people say and what they do. We have certainly seen that with private equity **buyers** . While they may **state** a desired rate of return, when we have a larger opportunity that is of superior...

...end of the m&a marketplace. Just an intriguing aside.

Benning: We are a full **service** broker-dealer so we have a very active institutional research and sales training operation. We...

...how you set up the board with independent directors.

Deutsch: There are many more shareholder **class** -action suits. Ultimately, they pit company management against their board and their shareholders. It's...

```
Set      Items    Description
S1       15418    BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                    OR SHOPPER?
S2        4616    SPECIFIE? ? OR STATE? ? OR CHOOSES OR DENOTE? ? OR DESIGNA-
                    TE? ? OR INDICATE? ?
S3       38138    ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -
                    OR GOODS OR SERVICE? ?
S4        6960    CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S5       27976    ENTERPRISE? ? OR DEALER? ? OR TRADER? OR SELLER? ? OR VEND-
                    OR? OR MERCHANT? ?
S6         339    S2 AND S3 AND S4
S7          94    S6 AND S1
S8          69    S7 AND S5
S9         595    AUCTION? OR MULTIAUCTION? OR MULTI()AUCTION?
S10          6    S8 AND S9
S11          6    RD (unique items)
File 256:TecInfoSource 82-2005/Sep
          (c) 2005 Info.Sources Inc
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11/3,K/1
DIALOG(R)File 256:TecInfoSource
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00139992   DOCUMENT TYPE: Review

PRODUCT NAMES: Strategic Sourcing (801038)

**TITLE: Be 'E-Sourceful' To Make Wise Buys: Strategic sourcing is
gaining...**
AUTHOR: Sommer, Brian
SOURCE: Optimize, p40(7) Jul 2002
ISSN: 1537-2308
HOMEPAGE: http://www.optimizemag.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20020930

A discussion of strategic sourcing as a way to optimized purchasing power
indicates that a solution should help a company understand what prices it
should be paying for **goods** and **services** ; which suppliers will soon face
financial difficulty; which processes should be used to acquire specific
categories of **goods** and **services** ; and how to document corporate
expertise for future purchasing decisions. The payoff can be very
substantial if production costs can be reduced, but cost reductions could
be disappointing if **buyers** and suppliers do not use a chosen **vendor** .
Strategic sourcing, which is a process and not a software **product** ,
requires online procurement methods, various applications, and specific
vertical industry expertise. Strategic sourcing solutions can...

...engine with requests for quotes (RFQs)/requests for proposals (RFPs); a
contract development tool; and **auction** support; award technology with
advanced linear programming.

COMPANY NAME: **Vendor** Independent...
DESCRIPTORS: **Auctions** ; Business Planning; Decision Support Systems;
    E-Purchasing; Goal Seeking

11/3,K/2
DIALOG(R)File 256:TecInfoSource
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00124228   DOCUMENT TYPE: Review

PRODUCT NAMES: B2B Marketplaces (842338)

TITLE: Machine Tools Go Virtual: Machinetools.com keeps channel intact...
AUTHOR: Stevens, Larry
SOURCE: InternetWeek,   v818 p39(1) Jun 19, 2000
ISSN: 0746-8121
HOMEPAGE: http://www.internetwk.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20010430

Machinetools.com, which hooks up **buyers** and **sellers** without creating
chaos in the existing network of **buyers** , **dealers** , and distributors,
permits only **dealers** to list and sell tools online. Most of its
competitors do not list new equipment offered by distributors, a **service**
that is provided by Machinetools.com. Machinetools.com also does not hold
its own **auctions** but does post the brochures of live **auctions** and
permits users to search for **auctions** by area. Live **auctions** are
simulcast but this feature has not been used much as yet. According to Stu
Carlin, CEO of Machinetools.com, distributors, **dealers** , and live **auction**
 firms are important participants in the industry and they should be
supported, not supplanted. **Dealers** selling used equipment are key because
they check and warranty equipment and assist **purchasers** with setup.
Carlin's strategy of working with **dealers** instead of competing with them
has been successful since the site lists hundreds more machines than the
sites of most competitors. New equipment listings allow distributors to
provide **service** and parts and to cooperate with **customers** to find the
most appropriate machines. Live **auctions** allow **buyers** to inspect
machinery before placing bids. Carlin **states** 'No one should spend the
$20,000 to more than $100,000 for a machine based on simply its
description on a Web site.'

COMPANY NAME: **Vendor** Independent...
DESCRIPTORS: **Auctions** ; B2B Marketplaces; Distributors; E-Commerce;
    E-Purchasing; Manufacturing

   11/3,K/3
DIALOG(R)File 256:TecInfoSource
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00124149   DOCUMENT TYPE: Review

PRODUCT NAMES: Internet Shopping   (840432)

TITLE: Working the Web Bazaar
AUTHOR: Furger, Roberta
SOURCE: PC World,   v18 n5 p135(8) May 2000
ISSN: 0737-8939
HOMEPAGE: http://www.pcworld.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20000830

For **shoppers** looking for bargains, there is a new wave of online shopping
sites that offer dynamic pricing. These types of Web **merchants** can be
categorized three ways. There are the name-your- price sites, such as
Priceline.com, that let **shoppers** **state** the price they are willing to
pay for a **product** or a **service** , then wait to see if participating
businesses will accept their offer. Reverse **auction** sites, like
NexTag.com and **BuyersEdge** .com, use a combination of the price-matching
services of name-your-price sites with shopping bots, which are software
agents that search the...

...bargains. Group-buying sites, such as Accompany.com, C-Tribe.com and
Mercata.com, promise **buyers** that the price of a **product** will drop as

the number of **purchasers** of that **item** increases. Shopping these sites
can be complicated because each has different rules; often there are hidden
catches in pricing, ordering, and **service** policies.

COMPANY NAME: **Vendor** Independent...

11/3,K/4
DIALOG(R)File 256:TecInfoSource
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00123564   DOCUMENT TYPE: Review

PRODUCT NAMES: Company--eBay Inc   (867594)

TITLE: EBay: We're Not Auctioneers
AUTHOR: Helft, Miguel
SOURCE: Industry Standard,   v3 n17 p73(1) May 8, 2000
ISSN: 1098-9196
HOMEPAGE: http://www.thestandard.com

RECORD TYPE: Review
REVIEW TYPE: Company

REVISION DATE: 20020730

TITLE: EBay: We're Not Auctioneers

...deals arranged through its 'personal trading community,' a new lawsuit
filed by a group of **purchasers** who purchased ersatz sports memorabilia on
the **auction** site could change that. The plaintiffs are suing under a
little-known California statute that regulates the sale of such **items** .
More significantly, the suit also challenges the basis for eBay's legal
foundation, through which eBay 'takes a hand-off, no-liability approach to
the transactions that take place between **buyers** and **sellers** .' If the
plaintiffs win, eBay will be held responsible and could lose business.
Irrespective of...

...engender thoughtful questions about the liability of Web sites that are
simply intermediaries, and about **states** ' responsibility for regulating
actions of companies that operate across **state** and national boundaries.
San Francisco, California attorney James Krause filed suit for six
plaintiffs, and the suit seeks **class** action status. Defendants other than
eBay include people indicted by the U.S. Attorney's...

DESCRIPTORS: **Auctions** ; E-Commerce; Internet Shopping; Legal

11/3,K/5
DIALOG(R)File 256:TecInfoSource
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00118633   DOCUMENT TYPE: Review

PRODUCT NAMES: E-Commerce   (836109)

TITLE: E-Commerce Strategies
AUTHOR: Emigh, Jacqueline
SOURCE: Computerworld,   v33 n33 p53(1) Aug 16, 1999
ISSN: 0010-4841

HOMEPAGE: http://www.computerworld.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20020830

...of e-commerce strategies lists many Web sites engaged in such models as
business-to- **consumer** , business-to-business, and **consumer** -to- **consumer**
models, and combinations thereof. Sites highlighted are Amazon.com,
Barnesandnoble.com, eBay.com, CVS.com...
...intermediaries who have displaced their counterparts in the physical
world, such as distributors and full- **service** brokerages. For example,
Monster.com leverages the Web's support for two-way interaction by
connecting job seekers with human resources recruiters. Some other
middlemen, including eBay, run **auction** sites that use dynamic pricing, a
model that optimizes the real-time abilities of the...

...Web to allow pricing to rise and fall based on supply and demand.. A
consultant **indicates** that e-businesses fall into two primary **categories**
: dot.com companies and existing companies in the midst of business
transformations. Dot.com ventures...

...generally either software startups, full solutions, or companies with
innovative ideas. Companies have to use **customer** information in their
e-commerce models, which fall into three models: communities, content, and
commerce. E-business models can be compared using a grid that contains such
factors as **type** of market, **type** of **product** , and selling environment,
but an expert says a geographical dimension would also be beneficial.

COMPANY NAME: **Vendor** Independent...

 11/3,K/6
DIALOG(R)File 256:TecInfoSource
(c) 2005 Info.Sources Inc. All rts. reserv.

00117436   DOCUMENT TYPE: Review

PRODUCT NAMES: Internet Marketing (835552)

TITLE: The Internet Economy Will Take Over
AUTHOR: Willmott, Don
SOURCE: PC Magazine,   v18 n12 p132(1) Jun 22, 1999
ISSN: 0888-8509
HOMEPAGE: http://www.pcmag.com

RECORD TYPE: Review
REVIEW TYPE: Product Analysis
GRADE: Product Analysis, No Rating

REVISION DATE: 20011130

A host of new Web **services** and technologies, such as Priceline.com, Dell
Computer, smart cards, and digital wallets, portend an increasingly
futuristic, Web-based way of buying and selling **goods** . Already, **services**
 like Priceline.com are popping up that accept bid- **type** offers on various
 services , such as airline tickets and hotel packages. Dell Computer's
innovative way of eliminating middlemen and the costs associated with them

by selling PCs directly to **consumers** and businesses is dramatically reducing prices. Digital wallet technologies, such as those developed by DEC/Compaq, IBM, and Microsoft, are more popular overseas than in the United **States** . Smart cards similarly promise to simplify the handling of electronic money, but users are hard...

COMPANY NAME: **Vendor** Independent...
DESCRIPTORS: **Auctions** ; E-Payment; Internet Marketing; Internet Shopping;
    New Economy; Smart Cards

```
Set     Items     Description
S1    1525437     BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                    OR SHOPPER?
S2    2144593     SPECIFIE? ? OR STATE? ? OR CHOOSES OR DENOTE? ? OR DESIGNA-
                    TE? ? OR INDICATE? ?
S3    2958190     ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -
                    OR GOODS OR SERVICE? ?
S4     646422     CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S5     674172     ENTERPRISE? ? OR DEALER? ? OR TRADER? OR SELLER? ? OR VEND-
                    OR? OR MERCHANT? ?
S6     166435     S2(5N)S3
S7       1482     S6(10N)S4
S8        408     S7(S)S1
S9    3428212     MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROUS? OR P-
                    LURAL? OR TWO OR 2 OR PAIR OR COUPLE OR (MORE OR GREATER)(1W)-
                    (1 OR ONE) OR NUMBER()OF OR DIFFERENT
S10     44138     S9(3N)S5
S11        19     S8 AND S10
S12        15     RD (unique items)
File 613:PR Newswire 1999-2005/Sep 23
         (c) 2005 PR Newswire Association Inc
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         (c) 1999 PR Newswire Association Inc
File 634:San Jose Mercury  Jun 1985-2005/Sep 22
         (c) 2005 San Jose Mercury News
File 624:McGraw-Hill Publications 1985-2005/Sep 23
         (c) 2005 McGraw-Hill Co. Inc
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12/3,K/1   (Item 1 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2005 PR Newswire Association Inc. All rts. reserv.

0001662754 I2C8B3E306B5711D9AE8DE90D7435CCC0 (USE FORMAT 7 FOR FULLTEXT)
Merchants Bancshares, Inc. Announces 2004 Results, Quarterly Dividend, and Election of New Director
PR Newswire
Friday, January 21, 2005 T01:10:00Z
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 2,952

...all of 2004. Approximately $177 thousand of the year-to-date increase is
attributable to **Merchants** ' **two** de novo branches and $290 thousand to
Merchants' service center network server infrastructure and desktop...

...both replay numbers is 750847.

The mission of Merchants Bank is to provide best-in- **class** community
banking **services** in the **state** of Vermont. This commitment is fulfilled
through a community, branch-based, system that includes 35 bank offices
throughout Vermont, employees dedicated to quality **customer** service, and
innovative banking products such as Free Checking for Life(R), MoneyLYNX(R)
money...

12/3,K/2   (Item 2 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2005 PR Newswire Association Inc. All rts. reserv.

0001656223 IE0F75F6043DA11D9B5409803BE3C6FAD (USE FORMAT 7 FOR FULLTEXT)
Merchants Bancshares, Inc. Announces Special Dividend and Trust Preferred Securities Issuance
PR Newswire
Wednesday, December 1, 2004 T20:31:00Z
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 879

TEXT:
...total amount of this special dividend will be approximately $28.10
million. After looking at **several** alternatives, **Merchants** ' Board of
Directors has determined that the lower tax rates on dividends provide an
opportunity...

...dial-in location, is 759060.

The mission of Merchants Bank is to provide best-in- **class** community
banking **services** in the **state** of Vermont. This commitment is fulfilled
through a community, branch-based, system that includes 35 bank offices
throughout Vermont, employees dedicated to quality **customer** service, and
innovative banking products such as Free Checking for Life(R), MoneyLYNX(R)
money...

12/3,K/3   (Item 3 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2005 PR Newswire Association Inc. All rts. reserv.

0001655597   I923FD4C023E511D9B22CDB9C0A16329B   (USE FORMAT 7 FOR FULLTEXT)
**Merchants Bancshares, Inc. Announces 2004 Third Quarter Results and
Quarterly Dividend**
PR Newswire
Thursday, October 21, 2004 T21:36:00Z
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 2,280

...long- term borrowings for the quarter were $59.41 million, at an average
rate of **2 .57%**. **Merchants** is working closely with its investment advisor
to continue to monitor the structure and duration...

...months of 2004. Approximately $233 thousand of the year-to-date increase
is attributable to **Merchants** ' **two** de novo branches and $248 thousand to
Merchants' service center network server infrastructure and desktop...

...replay access code is 717267.

The mission of Merchants Bank is to provide best-in- **class** community
banking **services** in the **state** of Vermont. This commitment is fulfilled
through a community, branch-based, system that includes 35 bank offices
throughout Vermont, employees dedicated to quality **customer** service, and
innovative banking products such as Free Checking for Life(R), MoneyLYNX(R)
money...

   12/3,K/4   (Item 4 from file: 613)
DIALOG(R)File 613:PR Newswire
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0001505082   IF6B5156079E311D982689C83460A8834   (USE FORMAT 7 FOR FULLTEXT)
**Brooks Software Secures Multi-Million Dollar MCS Deals with Leading
Taiwanese TFT-LCD Manufacturers New Wins Continue Brooks' LCD/FPD Market
Momentum**
PR Newswire
Tuesday, February 8, 2005
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 876

TEXT:
...neutral MCS solution was selected to control and manage automated
material handling systems (AMHS) from **several** **vendors** including
Daifuku, Shinko, Hitachi, Formosa and Murata. The orders, which closed in
the September and...

...LCD manufacturers worldwide, including LG- Philips, Samsung, ChiMei and
AUO among others.

CLASS MCS offers **customers** the ability to add additional functionality to
meet their unique manufacturing needs through the MCS Developer's ToolKit
(MDK). "The MDK is a key differentiator for the **CLASS** MCS," **stated** Jeff
Burnham, **Product** Manager for MCS at Brooks Software. "The MDK enables the
 CLASS MCS to give manufacturers the best of both worlds - a
full-featured, off-the-shelf...

...real time manufacturing environment. CLASS MCS can support multiple
material control hardware systems in the **customers** ' overall CIM
architecture and framework."

About CLASS MCS

CLASS MCS is a real-time, material...

 12/3,K/5   (Item 5 from file: 613)
DIALOG(R)File 613:PR Newswire
(c) 2005 PR Newswire Association Inc. All rts. reserv.

0001220649 I3EB3CCC0AE7F11D897B5F876051A30A2 (USE FORMAT 7 FOR FULLTEXT)
Peripheral Enhancements Named 'New Partner of the Year' at Zones, Inc.
PR Newswire
Tuesday, May 25, 2004 T19:03:00Z
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 430

...partnership," stated Jeff Thompson, President and CEO, Peripheral
Enhancements.

Zones, Inc. is a single-source, **multi - vendor** direct marketing reseller
of name-brand information technology products to the small to medium sized
...

...market, enterprise, and public sector accounts. Zones offers over
150,000 products from more than **2** ,000 **vendors** , and sells these products
through outbound and inbound call center account executives, specialty
print and...

...Peripheral has increased sales by providing outstanding products and
support to our merchandising team and **customers** . The continued expansion
of their product mix has increased our selling opportunities, and they are
...

...and public sector markets. The strong and steady sales support
Peripheral has provided drove strong **category** growth in 2003," **stated**
Jeff Hansen, Senior Vice President **Merchandising** , Zones, Inc.

"We are excited about the recognition of this award and look forward to...

 12/3,K/6   (Item 6 from file: 613)
DIALOG(R)File 613:PR Newswire
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01019876 20030804SFM111 (USE FORMAT 7 FOR FULLTEXT)
Master Agent Leverages MegaPath National Footprint
PR Newswire
Monday, August 4, 2003 10:25 EDT
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 926

TEXT:
...s nationwide service footprint as an Enterprise
Advantage Agent, AB&T Telecom can offer its **customers** a multitude of
broadband
and managed network services -- including DSL, cable, ISDN, managed IP VPNs
...

...business
markets.
    "As a master telecom agent, AB&T Telecom works with more than 30 **different**
 vendors delivering business- **class** voice and data communications
services
across the United **States** ," said Emmet Tydings, president of AB&T Telecom.
"We
chose to partner with MegaPath Networks because of the company's excellent
reputation for product quality and **customer** service, but most of all
because
the Pathways Program effectively gives my company and our **customers**
access to
the most extensive broadband service network in the country."
    "As a company that...

...relationships, MegaPath Networks is committed to facilitating the
success of our Pathways Partners, with excellent **customer** support and
generous
commissions that guarantee a larger percentage of revenue as agents add
more
broadband **customers** ," said Dan Foster, chief marketing officer, MegaPath
Networks. "AB&T Telecom represents an excellent example...

...Pathways Partner Program offers master agents and volume
resellers an unprecedented opportunity to pursue lucrative **multi** -line,
 multi -location **enterprise** **customers** through a single provider
interface.
Because the variety of service locations for **multi** -location **enterprises**
is
unique to each **customer** , MegaPath offers Pathways Partners powerful tools
to
create ease of use for each individual agent...

   12/3,K/7   (Item 7 from file: 613)
DIALOG(R)File 613:PR Newswire
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00949753 20030317ATM021 (USE FORMAT 7 FOR FULLTEXT)
GuardedNet's neuSECURE(TM) Wins 2003 Information
PR Newswire
Monday, March 17, 2003 12:50 EST
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 711

TEXT:
...Awards. The
Horizon Award category honors the top new product in security based on
exceptional **customer** satisfaction scores. Winners in twelve information
security categories were announced at a gala awards luncheon...

...of this nature because we believe
that it speaks volumes about our commitment to our **customers** and to our
viability as a new player in the security management arena," said Tom
McNeight, president and CEO of GuardedNet. "To be honored with the highest
 customer satisfaction marks in information security is a notable honor
that

signifies great things from this company and this product."
    To determine winners within each information security **category** ,
Information Security asked its subscribers to **indicate** the **products**
they use
and rate their effectiveness on a scale of one to five. This year...

...purpose of the
Horizon Award is to honor a young company that received particularly high
 customer satisfaction scores, despite a smaller user base than older
companies. It is a particularly prestigious...

...software
solutions. Its leading software solution, neuSECURE, centrally monitors,
correlates and performs threat analysis in **multi - vendor enterprise**
 security
environments. Its ability to correlate and analyze log data files from
disparate machines in...

 12/3,K/8   (Item 8 from file: 613)
DIALOG(R)File 613:PR Newswire
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00734122 20020318SFM101 (USE FORMAT 7 FOR FULLTEXT)
United States Navy Selects Jeeves Solutions
PR Newswire
Monday, March 18, 2002 07:29 EST
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 969

TEXT:
...government.
The State of Washington also uses Jeeves Solutions to provide citizens with
answers about **state** , county and city government **services** . The U.S. Navy
joins
the list of world- **class** companies using Jeeves Solutions' Connected
Self-Service technologies, including Compaq, DaimlerChrysler, Nike and
First Union (Wachovia), to increase **customer** satisfaction, decrease
support
costs and capture valuable **customer** intelligence.
    According to Gartner, by 2004, applications that have an inherent
analytic
capability or transparent...
...answer and move on to important business matters without picking up the
telephone."
    "After evaluating **several vendors** , we selected Jeeves Solutions
because of
its proven success at delivering innovative self-service solutions...

 12/3,K/9   (Item 9 from file: 613)
DIALOG(R)File 613:PR Newswire
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00580596 20010525NYF042 (USE FORMAT 7 FOR FULLTEXT)
**Jade Systems Corporation Receives Ibm's Best Customer Service - Eastern U.S
Award**
PR Newswire
Friday, May 25, 2001 10:38 EDT

JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 458

TEXT:
...com/cgi-bin/prnh/20010319/JADELOGO)
  · "This award recognizes Jade's leadership in delivering world **class
customer   service** over the past year," **stated** Joe Ciulla, Channel
Service
Support Manager for IBM's Personal Computer Division, who presented the
award
to Jade at...

...We
are proud of this award -- it symbolizes our entire team's commitment to
unsurpassed **customer** service, which has been vital to our success and
essential to earning the trust and...

...proactive
and dedicated to service excellence. Successfully delivering today's most
powerful technologies and supporting **multiple** platforms and **vendors** ,
Jade
provides the necessary components for a full range of Life Cycle Services,
including Asset...

 12/3,K/10   (Item 10 from file: 613)
DIALOG(R)File 613:PR Newswire
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00540292 20010326NYM047 (USE FORMAT 7 FOR FULLTEXT)
**Constellation Acquires Leading Wine Brands from Corus; Purchase Includes
Alice White And Covey Run Brands**
PR Newswire
Monday, March 26, 2001 14:52 EST
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 743

...this transaction, Canandaigua
Wine entered into long-term grape supply agreements with affiliates of the
 seller covering **more** than **1** ,000 acres of Washington and Idaho
vineyards.

    For the fiscal year ended December 31, 2000...

...supplier of distilled spirits, Constellation Brands, Inc., is the
largest single-source supplier of these **products** in the United **States** .
With
its broad **product** portfolio, composed of brands in all major beverage
alcohol
 categories , Constellation believes it is distinctly positioned to satisfy
an
array of **consumer** preferences. Leading brands in Constellation's
portfolio
include: Franciscan Oakville Estate, Simi, Estancia, Almaden, Arbor...

 12/3,K/11   (Item 11 from file: 613)
DIALOG(R)File 613:PR Newswire

00227988 19991207TO021 (USE FORMAT 7 FOR FULLTEXT)
Bull And Architel Demonstrate Integrated Service Management For New World Networks
PR Newswire
Tuesday, December 7, 1999 16:01 EST
JOURNAL CODE: PR LANGUAGE: ENGLISH RECORD TYPE: FULLTEXT
DOCUMENT TYPE: NEWSWIRE
WORD COUNT: 1,182

...World service management."

    "This Catalyst showcase demonstration underlines OpenMaster for Telecom's
ability to deliver **state** of the art **service** management including **class** of
service, as well as fault and problem resolution, forming an integrated part
of a...

...through
more efficient use of their network assets, and deliver more competitive
services to their **customers** ."

    About Architel Systems Corporation
    Architel develops, markets and supports advanced Operations Support
Systems used in...

...also designed to enable service providers to
support and manage the quality of service of **multi** - **vendor** and **multi**
-service
networks, such as frame relay, ATM, IP services, voice/data, wireless and
multimedia by...

  12/3,K/12   (Item 1 from file: 813)
DIALOG(R)File 813:PR Newswire
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1447295   NEW011
**Lotus and BellSouth Business Unit to Enter Into a Strategic Sales &
    Marketing Relationship**

DATE: March 31, 1999   09:24 EST   WORD COUNT: 1,324

... relationship, BellSouth will offer an end-to-end Lotus Domino-based
messaging solution with the **customer** 's option of a bundled Lotus Notes
client. The BellSouth Managed Groupware Service for Lotus...

.... BellSouth Business organization sales executives, including 140 highly
trained BellSouth messaging specialists covering nine Southeastern **states**
.   This **service** will offer mid-sized business **customers** a world- **class**
messaging infrastructure and expert staff with minimal start-up investment.

    Through this alliance, BellSouth MNS...

... to achieve a lower cost of ownership, ease of management and receive
high reliability from **two** proven industry **vendors** .

"Many medium-sized companies want to focus on their core business competencies and let trusted...

12/3,K/13   (Item 2 from file:. 813)
DIALOG(R)File 813:PR Newswire
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1205383   LATU035
Applied Computer Technology to Open Sales Office Within Beltway

DATE: December 30, 1997   13:01 EST   WORD COUNT: 600

... to open this new location was driven by the Company's recent award on the **multi - vendor** National Institutes of Health contract, through which Applied Computer Technology will participate in an estimated...

... its manufacture of customized hardware solutions. Applied Computer Technology serves a growing list of discerning **customers** , including many "Best in **Class** " organizations, through its nine offices and **services** centers in the United **States** and its subsidiary in Hong Kong.

When used in this report, the words "anticipates," "believes...

12/3,K/14   (Item 3 from file: 813)
DIALOG(R)File 813:PR Newswire
(c) 1999 PR Newswire Association Inc. All rts. reserv.

1182188   LAF042
Applied Computer Technology Reports Third Quarter Financial Results

DATE: November 7, 1997   14:33 EST   WORD COUNT: 670

...into the next fiscal year.

    Recently, we announced that we have received a five-year, **multi - vendor** award from the National Institutes of Health. This award allows us to market and sell...

... its manufacture of customized hardware solutions. Applied Computer Technology serves a growing list of discerning **customers** , including many "Best in **Class** " organizations, through its eight offices and **services** centers in the United **States** and its subsidiary in Hong Kong.

Safe Harbor Statement: This press release contains forward-looking...

12/3,K/15   (Item 4 from file: 813)
DIALOG(R)File 813:PR Newswire
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1031899   FLTU001
Live Computer Products Trading Floor Now A Reality Through Java Based Electronic Commerce Solution

DATE: December 10, 1996   09:59 EST   WORD COUNT: 853

...the web where
resellers, dealers and corporate buyers can go to buy and choose from

different   vendors for each product with comparison information all on one
screen. Buyers locate product categories and...

...products while offering vendors a unique opportunity to achieve
new business.

ComputerQuoter organizes vendors for **buyers** so that all participants
quickly and efficiently send and receive quotation requests. Companies
automatically locate...

...sources separately
to find the best price, warranty or terms. To submit a request, the **buyer**
selects the **product   category** and **indicates** the manufacturer, **product**
 number
and warranty for the products they are looking for on a short form. The
 buyer
also indicates the expiration date of the request on this form. The request
is
broadcasted...

...that product category.
Vendors respond with their best price and availability by the deadline. The
 buyer then compares quotes and selects the best offer. Once selected, the
two
parties' contact information is delivered via e-mail. The system allows
both
 buyers and sellers to track and maintain all open requests and submitted
responses. To complete the...

...and governments to organize industry-specific marketplaces and
operate a live trading forum bringing together **multiple** buyers and
 sellers
over the World Wide Web or corporate Intranet. The software received the
"Best Business to...

```
Set      Items    Description
S1     4947221    BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                  OR SHOPPER?
S2      246269    S1(10N)(SPECIFIE? ? OR STATE? ? OR CHOOSES OR DENOTE? ? OR
                  DESIGNATE? ? OR INDICATE? ?)
S3       66079    S2(10N)(ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR
                  WARES OR GOODS OR SERVICE? ?)
S4     3748389    CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S5        3073    S3(S)S4
S6     3807419    ENTERPRISE? ? OR DEALER? ? OR TRADER? OR SELLER? ? OR VEND-
                  OR? OR MERCHANT? ?
S7      147283    S6(3N)(MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROU-
                  S? OR PLURAL? OR TWO OR 2 OR PAIR OR COUPLE OR (MORE OR GREAT-
                  ER)(1W)(1 OR ONE) OR NUMBER()OF OR DIFFERENT)
S8     2260523    AUCTION? OR MULTIAUCTION OR MULTI()AUCTION OR TRADING OR M-
                  ATCHING OR BIDDING
S9         114    S5 AND S7
S10         12    S9 AND S8
S11         12    RD (unique items)
File   20:Dialog Global Reporter 1997-2005/Sep 23
           (c) 2005 Dialog
```

11/3,K/1
DIALOG(R)File 20:Dialog Global Reporter
(c) 2005 Dialog. All rts. reserv.

41351454
AFLAC   Incorporated   at   Raymond   James   Annual   Institutional   Investors Conference - Final
FAIR DISCLOSURE WIRE
March 08, 2005
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4507

      ... an outperform rating on. We have a $49 price target and the stock
is currently **trading** at 39 and change. And with that Kriss, you want to
come up?
      KRISS CLONINGER...

... illness to treat. We began selling EVER, which is a stand-alone
whole-life medical **product** , in February of 2002 after our research
 indicated that the **consumers** were interested in a low premium and basic
benefit medical **product** . Within two months of the introduction of EVER,
we were the number one seller of...

... but I can tell you that we have received positive feedback from our
agents who **indicate** that **customers** are in fact interested in these new
 products . And I think there is still a lot of room for us to grow the...

... sharply in 2004. But to give you a little perspective, Daiichi is still
the   number- **two**   **seller** of cancer insurance ...up from 32 percent in
the prior year. This is the highest percentage of any **category** and even
greater than that, of workers at medium or large businesses. As this slide
...terms of sales for the last 11 years. It is also our number 1 product
 category   in terms of premium in force. Overall, I believe we've done a
good job....

... paid without any human intervention. And because of cost savings from
technology initiatives of this **type** , we have been able to create and
enhance programs like our national advertising on television...

... our products to consumers. And we believe that this will further
establish AFLAC as the   **category**   leader, while also translating into
stronger new sales. For example, in a recent independent survey...States
stemmed from a medical crisis and the hardest hit is people in the middle
 class . Last month, the New York Times article about the -- about that
study had the following...

11/3,K/2
DIALOG(R)File 20:Dialog Global Reporter
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40318248
PR Newswire Summary of High Tech Copy, Jan. 27, 2005
PR NEWSWIRE (US)
January 27, 2005
JOURNAL CODE: WPRU   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 3286

      ...50 r f   bc-CA-Hop-on-adds-USPS   (IRVINE) Hop-on Adds the United
 States   Postal **Service** as a **Customer** for Its Wireless Surveillance

Systems NYTH107 01/27/2005 09:51 r f bc-NEC... bc-AZ-NowAuto-Navicom
(SCOTTSDALE) Navicom Has Had Immediate Success at the Barrett-Jackson Auto
Auction LATH081 01/27/2005 10:50 r f bc-CO-DEX-JPMorgan-Conf (DENVER) Dex
...

... SFTH040 01/27/2005 12:00 r f bc-CA-Fortinet-new (SUNNYVALE) Fortinet
Adds **Multi** - **vendor** Support, Security Event Correlation to FortiLog
Logging and Reporting Systems SFTH059 01/27/2005 12...Vantage Learning's
`MY Access!'(TM) Selected as Finalist in Two 20th Annual Codie Awards
Categories LATH107 01/27/2005 13:35 r f bc-CA-ATVI-3Q-Conf-Call (SANTA
...

11/3,K/3
DIALOG(R)File 20:Dialog Global Reporter
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37214922 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Q2 2004 TriZetto(R) Group, Inc. Earnings Conference Call - Part 1
FAIR DISCLOSURE WIRE
July 29, 2004
JOURNAL CODE: WFDW LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 4364

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   level agreements in the first half 2004. Now, these targeted
service levels are best of **class** in an industry just beginning to measure
such things. We also reported that our conference...the cost issues for
payers as it requires no IT expertise from the health plans **trading**
partner, thus eliminating the bulk of installation and repetitive
transaction costs. And we will offer...

...month and only three people are needed to support its direct connections
with over 200 **trading** partners. So, we are excited about this and there
are many other transaction types out...

... easily and profitably respond with practical approaches to leveraging
their existing investments in our flagship **Enterprise** software.
    The **two** strategic additions of Diogenes and CareKey technologies in
the second quarter further round out our...

11/3,K/4
DIALOG(R)File 20:Dialog Global Reporter
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35865873 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Elance Extends Market Leadership with Release of Elance SPM 4.5
PR NEWSWIRE (US)
June 01, 2004
JOURNAL CODE: WPRU LANGUAGE: English RECORD TYPE: FULLTEXT
WORD COUNT: 1211

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   such as VAT calculations, and country specific overtime and
co-employment regulations. As a result, **multi** -national **enterprises** can
quickly expand their services procurement and management strategies
worldwide while tailoring the user experience...

... allows an organization to define projects, assign and track activities, post project components for competitive **bidding** , and manage and monitor budgets at the campaign and sub-project level. The programs can...

... with over 50 different attributes for a single print job, many of which cannot be **specified** by the **buyer** alone. Using Elance, **buyers** can establish the key attributes of a **service** order and then allow each potential service provider to propose the remaining aspects of the...

11/3,K/5
DIALOG(R)File 20:Dialog Global Reporter
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34230933   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Q4 2003 Orkla ASA Earnings Conference Call - Part 1
FAIR DISCLOSURE WIRE
February 19, 2004
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4793

... compare to last year, in the fourth quarter, we then had a significant gain from **trading** in the energy markets, electric power market of 44 million. So you can see that...billion Danish kroner, cash settlement to be paid now in March of 11 billion. The **two** years **seller** 's financing with credit guaranteed from or issued by Danish, prominent Danish Bank, 3.8...How much we can grow the company, then of course, would depend somewhat on what **type** of target that we might acquire, and I don't think that I would like...

11/3,K/6
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31492573
eSpeed, Inc. Institutional Investor and Analyst Audiocast - Part 5
FAIR DISCLOSURE WIRE
October 01, 2003
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4712

The software really is a collection of components. Those include our proprietary **matching** engines, our global real-time transaction network, our proprietary front-end, and our applications programming...

...is already back in front of them. At the heart of our systems are our **matching** engines. These are basically operated out of two redundant data centers. They provide all trade execution based on our patented interactive **matching** techniques. The techniques and the rules that are in the system really give us a...

... last trade of priorities to new markets as they are entered into the system. Our **matching** engines are benchmarked today at over 500 (indiscernible) a second, and as they are configured...
... that is really demanded. Today, eSpeed is truly the defining the standards for fixed income **trading** . Our technology team is committed to deliver innovative solutions that bring further efficiencies to our... technology, our intellectual property, and bring innovative solutions and

products that drive electronics forward -- electronic **trading** forward. We strongly believe that a part of this is all about free thinking and... views into our application, not touching anything in the back on the network, on the **matching** engine, we're able to present something to the user that's much more representative...

...the user based on the availability of those preferences with the product that you're **trading** . In this case, it is a ten-year and it's showing that there is... 15 million more to sell. What you will notice is the system isn't automatically **matching** that together. And that's because there's a priority buyer -- me, because it's...

...be familiar themes to you by now. If not, you'll have to stay after **class** . Software solutions strategy is to leverage eSpeed's large and growing investment in technology and...

... which show Joe has just described and eSpeed's proven success as the words premier **trading** system in the most demanding global markets. In essence, it's as if you took...new business opportunities. On the contrary, the new opportunities are incremental to eSpeed's electronic **trading** business and also highly synergistic with it; each contributes to the others' success. AutoSpeed, which...

... took that seed crystal, ran with it, and developed it into a very attractive automated **trading** product. When software solutions started selling AutoSpeed just a few months ago, the current customers...

... installed base. AutoSpeed in turn is now generating order volume and liquidity for the eSpeed **trading** system. And since computers are **trading** -- are typically very active traders -- faster and generally more accurate than humans, as you would...

... can see, the synergies in this instance our bidirectional between software solutions and eSpeed's **trading** business. Are we in effect drinking more than once from the same stream? You bet...

... largest issuers of short-term debt securities. Our technology powers FHLB's primary discount notes **auctions** . Refco is a global securities futures broker. Software solutions provides the front end **trading** system that links Refco to its customers. World Bank uses a system provided by software solutions to **auction** interest rate swaps. The system, which only recently went live, already has handled over 1...

... on them are traded in more places around the globe. When employing hedging strategies, a **trader** needs to execute two or more trades in different instruments simultaneously. The difference between the winners and losers in this fast-moving and highly competitive arena comes down to who can recognize profitable **trading** opportunities and act on them most quickly. This in turn will depend in very large...

... electronic order execution from eSpeed. The group (ph) technologies has far more impact on the **trading** process than any of these would standing alone. Each contributes a vital ingredient to the...

... enough to be useful for supporting these strategies. AutoSpeed extends of the reach of automated **trading** to a much broader audience of quantum prop traders (ph) on both the buy and...

... to fit them into their schedules -- sorry, Joe -- in order to make modifications to their **trading** model. "If they can balance their

checkbook," we like to say, "they can use AutoSpeed." AutoSpeed offers these users a simple to use, cost effective tool for visualizing **trading** opportunities graphically -- in effect to navigate through the sea of data and make sense of it; devising strategies to capitalize on these strategies; monitoring the status of the **trading** strategies graphically; tweaking them as conditions warrant; and automatically executing them. I will now demonstrate...

11/3,K/7
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30585622   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Mercator to be Acquired by Ascential Software and Report Second Quarter Results - Part 1
FAIR DISCLOSURE WIRE
August 04, 2003
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4719

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

      ... also launched Mercator Inside Omgeo, a new solution for Omgeo central trade managers, a trade **matching** utility for approved straight-through processing between custodian banks, investment managers, and broker dealers. Omgeo...

... connection with previously announced restructuring. Now let's break out the second quarter expenses by **category** . Research and Development expense was 5.1m compared to 5m in the first quarter and...
...   customers face is the requirement to bring together disparate elements of data that come from **different** places in the **enterprise** and bring it together to make it useful information. And when customers use jargon of...

11/3,K/8
DIALOG(R)File 20:Dialog Global Reporter
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28882537   (USE FORMAT 7 OR 9 FOR FULLTEXT)
Event Brief of Q1 2003 Symbol Technologies Inc. Earnings Conference Call - Part 2
FAIR DISCLOSURE WIRE
April 02, 2003
JOURNAL CODE: WFDW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 4762

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

      ... the table, think about all the push instead of pull modalities, in terms of the **type** of promotion that can go to a display of a hand held or to a...
...   provide that partner in a given market meaning if you have got five different channels **bidding** on the same customer's deal, it is inevitable that you are going to erode...it right, it's costly because you have to buy three different platforms from three **different** **vendors** , and you have to make it work, and it doesn't allow you in terms...

11/3,K/9
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18312259 (USE FORMAT 7 OR 9 FOR FULLTEXT)
Sybase Enterprise Portal Listed as a Leader in 'Magic Quadrant'
PR NEWSWIRE
August 13, 2001
JOURNAL CODE: WPRW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 837

    (USE FORMAT 7 OR 9 FOR FULLTEXT)

     ... sources -- Higher efficiency and reduced costs through automated
business-to-business services and transactions between **trading** partners
and exchanges -- Safer e-Business investment based on a secure, robust
e-Business foundation...
...   adopting the solution to create more unified business experiences
for their various constituents. Sybase EP **customers**   include global
financial **service**   companies, healthcare companies, United **States**
 government agencies, as well as telecommunications and other markets.
     Sybase EP 2.0 is designed...

... and wireless devices to the portal and business-to-business integration
of e-marketplaces and **trading**   partners supplement the core e-Business
infrastructure and portal services provided in EP. These new...

... the growing market for portal software solutions, Sybase recently
announced the availability of Sybase(R) **Enterprise** Portal -- Express
Edition **2** .0, which enables **enterprises** to quickly deploy a
personalized, common interface to multiple applications and information
sources, with single...

11/3,K/10
DIALOG(R)File 20:Dialog Global Reporter
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13222882 (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Digital Commerce Corporation Selects Verity to Power FedCenter.com's Search
    Engine, the World's Largest Business-to-Government e-Procurement Site**
BUSINESS WIRE
October 10, 2000
JOURNAL CODE: WBWE   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1126

    (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   purchasing process, enabling purchasing agents to rapidly search,
compare and purchase products and services from **multiple** Digital Commerce
Corporation **vendors** as well as record, **categorize** , and track purchases.
It also enables buyers to obtain detailed, line-item data, as is...

... agencies on the federal, state and local level, linking them and their
vendors through electronic **trading** hubs over the Internet. Digital
Commerce's e-commerce solutions, FedCenter.com and StateGovCenter.com...

11/3,K/11

08365146   (USE FORMAT 7 OR 9 FOR FULLTEXT)
**Agribuys.com, the Smart Food Partnership, Celebrates First Sales On Its Web
    Site**
BUSINESS WIRE
November 23, 1999
JOURNAL CODE: WBWE   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 550

   (USE FORMAT 7 OR 9 FOR FULLTEXT)

...   on Wednesday, Nov. 17, when it successfully orchestrated 10
transactions online between food buyers and **sellers** in **different**
 regions of the United States.
     These early transactions involved shipments of grapes, lettuce,
potatoes, celery...

...these perishable products with custom-built tools.
     The Agribuys.com sales procedure is simple. A **buyer** posts an RFQ on
the site that **specifies** both the **type** and quantity of **product**
required. Then, growers who can fill the order respond with a quote. The
buyer either...
... New Year to give food buyers and sellers the opportunity to experience
the benefits of **trading** online firsthand at no charge.
     To take advantage of this terrific, limited-time offer, check...

 11/3,K/12
DIALOG(R)File 20:Dialog Global Reporter
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06186410
PR Newswire California Summary, Tuesday, July 13, up to 10:00 a.m. PT
PR NEWSWIRE
July 13, 1999
JOURNAL CODE: WPRW   LANGUAGE: English   RECORD TYPE: FULLTEXT
WORD COUNT: 1273

     ... 07/13/1999 06:01 r f bc-Centillium-joins-UNH (FREMONT) Centillium
Technology Joins **Multi – Vendor** ADSL Consortium at University of New
Hampshire's InterOperability Laboratory SFTU025 07/13/1999 06...COPD Drug
Markets SFTU037 07/13/1999 08:01 r f bc-CA-Seagate-Best- **Class** (SCOTTS
VALLEY) VAR Business Taps Seagate's Cheetah 18LP Disc Drive as Best-in-
 Class SFTU040 07/13/1999 08:01 r f bc-CA-Check-Point-adopt (REDWOOD CITY
...

... E*TRADE-acqrs-TIR (MENLO PARK) E*TRADE Acquires TIR Holdings to Advance
Cross-Border **Trading** Capabilities LATU027 07/13/1999 08:30 r f
bc-CA-Scripps-Bank-earns (SAN...

```
Set      Items    Description
S1      917054    BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                   OR SHOPPER? OR USER?
S2     3756881    SPECIFIE? ? OR STATE? ? OR CHOOSES OR DENOTE? ? OR DESIGNA-
                   TE? ? OR INDICATE? ?
S3     2561662    ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -
                   OR GOODS OR SERVICE? ?
S4     1540513    CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S5      275714    ENTERPRISE? ? OR DEALER? ? OR TRADER? OR SELLER? ? OR VEND-
                   OR? OR MERCHANT? ?
S6      250554    (HOST OR REMOTE)()(COMPUTER?) OR DATABASE? OR DATA()BASE?
S7      513251    S2 AND S3
S8       40917    S7 AND S4
S9        5315    S8 AND S1
S10        345    S9 AND S5
S11         33    S10 AND S6
S12         20    S11 NOT PY>1999
S13         20    RD (unique items)
File     2:INSPEC 1969-2005/Sep W2
              (c) 2005 Institution of Electrical Engineers
File    35:Dissertation Abs Online 1861-2005/Aug
              (c) 2005 ProQuest Info&Learning
File    65:Inside Conferences 1993-2005/Sep W3
              (c) 2005 BLDSC all rts. reserv.
File    99:Wilson Appl. Sci & Tech Abs 1983-2005/Jul
              (c) 2005 The HW Wilson Co.
File   474:New York Times Abs 1969-2005/Sep 22
              (c) 2005 The New York Times
File   475:Wall Street Journal Abs 1973-2005/Sep 22
              (c) 2005 The New York Times
File   583:Gale Group Globalbase(TM) 1986-2002/Dec 13
              (c) 2002 The Gale Group
File   139:EconLit 1969-2005/Sep
              (c) 2005 American Economic Association
```

13/5/1   (Item 1 from file: 2)
DIALOG(R)File   2:INSPEC
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07461318   INSPEC Abstract Number: C2000-02-3350J-012
   **Title: Connecting dynamic process simulator with distributed control
system using OPC standard**
   Author(s):   Karhela,   T.;   Laakso,   P.;   Ylijoki,   J.;   Paljakka,   M.;
Matasniemi, T.; Kurki, J.

   Author Affiliation: Tech. Res. Centre of Finland, Finland

   Conference Title: TAPPI 99. Preparing for the Next Millennium. 1999 TAPPI
Papermakers Conference: 1999 TAPPI Recycling Symposium: 1999 TAPPI Process
Control, Electrical and Information Conference   Part vol.1   p.329-37
vol.1
   Publisher: TAPPI Press, Atlanta, GA, USA
   Publication Date: 1999 Country of Publication: USA   3 vol. vi+vii+1593
pp.
   ISBN: 0 89852 734 1   Material Identity Number: XX-1999-03078
   Conference Title: Proceedings of TAPPI 99. Papermakers Conference
Recycling   Symposium   and   Process   Control   Electrical   and   Information
Conference
   Conference Date: 1-4 March 1999   Conference Location: Atlanta, GA, USA
   Language: English   Document Type: Conference Paper (PA)
   Treatment: Applications (A); Practical (P)

   Abstract: A framework for connecting automation domain applications is
introduced. A case study where dynamic process simulator is connected to
the DCS is described, and further requirements of the cooperation between
control systems and process simulators are discussed. The framework is
based on a new software component, AIC (application 1item cross connector)
by the aid of which OPC servers of different **vendors** can be connected
together. Through AIC one can connect to two different OPC servers, browse
their data **items** and create joints between them. The **user** can specify
the properties of a joint such as frequency, direction, data **type** , dead
band, gain and offset. After the joint is formed, AIC handles the data
transmission between the applications. The configuration data can be stored
in the **database** . A graphical **user** interface has been built for the
component. A communication scheme is benchmarked by a test system where the
OPC servers of a DCS and a dynamic process simulator are connected using
AIC. A process model is controlled by using a corresponding automation
application in DCS. The DCS must be able to save and load the **state** of
the system, to freeze it if needed, and to synchronize the simulator and
the DCS. The save and load functions are essential for cooperation with the
simulator. Snapshots can be taken from the simulator very easily, so there
has to be a way to do the same for the corresponding **state** in the DCS.
These requirements and how to extend current interfaces to meet the needs
are also discussed in this paper. (2 Refs)

   Subfile: C
   Descriptors: application program interfaces; **database** management
systems; digital simulation; distributed control; graphical **user**
interfaces; paper industry; process control; standards
   Identifiers: dynamic process simulator; distributed control system; OPC
standard; DCS; cooperation; control systems; process simulators; AIC;
application **item** cross connector; data transmission; **database**
   Class Codes: C3350J (Control applications in wood-processing, pulp and
paper industries); C7420 (Control engineering computing); C6150E (General
utility programs); C6150J (Operating systems); C6160 (Database management
systems (DBMS)); C6130B (Graphics techniques); C6180G (Graphical user
interfaces)

13/5/2   (Item 2 from file: 2)
DIALOG(R)File   2:INSPEC
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06748150   INSPEC Abstract Number: C9712-6160Z-012
 Title: The quest to standardize metadata
  Author(s): Gardner, S.R.
  Journal: BYTE (International Edition)   vol.22, no.11   p.47-8
  Publisher: McGraw-Hill,
  Publication Date: Nov. 1997 Country of Publication: USA
  CODEN: BYTEDJ   ISSN: 0360-5280
  SICI: 0360-5280(199711)22:11L.47:QSM;1-Y
  Material Identity Number: G109-97010
  U.S. Copyright Clearance Center Code: 0360-5280/97/$1.50
  Language: English   Document Type: Journal Paper (JP)
  Treatment: Practical (P)
  Abstract: Metadata is popularly defined as data about data. For the IT
manager, this is more concisely **stated** as information about the
 enterprise . In the context of data warehousing, the term refers to
anything that defines a data-warehouse object such as a table, query,
report, business rule, or transformation algorithm. Metadata management
gives **users** greater control of corporate data by providing a map of the
locations where that data is stored. It also supplies a blueprint that
shows how on **type** of information is derived from another. The current
crop of data manipulation and management tools has resulted in IT **products**
 that all process metadata differently, with little consideration for
sharing the information. This situation highlights the need for a metadata
standard. Efforts are underway by a consortium of companies to standardize
metadata interchange among **products** from diverse **vendors** . Six
companies-Arbor Software, Business Objects, Cognos, Evolutionary
Technologies International, Platinum Technology, and Texas Instruments
Software-formed the Metadata Council in July 1995. The Council launched the
Metadata Interchange Specification (MDIS) to address issues relating to the
exchange, sharing, and management of metadata. The Council released version
1.0 of MDIS in June 1996. (0 Refs)
  Subfile: C
  Descriptors: business data processing; data handling; standardisation;
very large **databases**
  Identifiers: metadata standardisation; data warehousing; metadata
management; corporate data; data manipulation tools; data management tools;
metadata interchange standardisation; Metadata Interchange Specification;
metadata sharing
  Class Codes: C6160Z (Other DBMS); C6130 (Data handling techniques);
C7190 (Other fields of business and administrative computing)
  Copyright 1997, IEE

13/5/3   (Item 3 from file: 2)
DIALOG(R)File   2:INSPEC
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06727672   INSPEC Abstract Number: C9712-7210-006
 Title: South African studies: a review of NISC's anthology CD-ROM
  Author(s): Fourie, I.; Behrens, S.J.
  Author Affiliation: Dept. of Inf. Sci., South Africa Univ., Pretoria,
South Africa
  Journal: South African Journal of Library and Information Science
vol.65, no.2   p.116-23
  Publisher: Bureau of Scientific Publications, Pretoria,

Publication Date: June 1997 Country of Publication: South Africa
CODEN: SALSE7 ISSN: 0256-8861
SICI: 0256-8861(199706)65:2L.116:SASR;1-P
Material Identity Number: J790-97003
Language: English   Document Type: Journal Paper (JP)
Treatment: Practical (P)

Abstract: South African studies is an anthology CD-ROM containing a suite
of 11 South African **databases** (including the South African national
bibliography and the Index to South African periodicals) which are
integrated on one disc. The first edition appeared early in 1996; the
CD-ROM is updated quarterly and published by National Inquiry **Services**
Centre (NISC) South Africa. A general **description** of South African
studies is given and the **product** is evaluated according to **specified**
criteria, namely **vendor** and **product** details, technical aspects, the
user interface and **user** friendliness, searching and search management,
and output. Although **product** features and characteristics are considered,
the emphasis is placed on **user** interaction and the effectiveness of the
software in supporting information retrieval. (34 Refs)

Subfile: C
Descriptors: CD-ROMs; information retrieval; online front-ends; **user**
interfaces
Identifiers: South African studies; anthology CD-ROM; South African
databases ; South African national bibliography; Index to South African
periodicals; National Inquiry **Services** Centre; **vendor** ; **product**
details; **user** interface; **user** friendliness; search management; **user**
interaction; information retrieval
Class Codes: C7210 (Information services and centres); C6180 (User
interfaces); C7250N (Front end systems for online searching); C7250R (
Information retrieval techniques); C5320K (Optical storage)
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13/5/4   (Item 4 from file: 2)
DIALOG(R)File   2:INSPEC
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06660392   INSPEC Abstract Number: C9709-7230-005
**Title: Production data in media systems and press frontends: Capture,
formats and database methods**
Author(s): Karttunen, S.
Author Affiliation: VTT Inf. Technol., Finland
Journal: Proceedings of the SPIE - The International Society for Optical
Engineering Conference Title: Proc. SPIE - Int. Soc. Opt. Eng. (USA)
vol.2949   p.303-12
Publisher: SPIE-Int. Soc. Opt. Eng,
Publication Date: 1997 Country of Publication: USA
CODEN: PSISDG ISSN: 0277-786X
SICI: 0277-786X(1997)2949L.303:PDMS;1-M
Material Identity Number: C574-97059
U.S. Copyright Clearance Center Code: 0 8194 2353 X/97/$10.00
Conference Title: Imaging Sciences and Display Technologies
Conference Sponsor: SPIE; Technol. Innovationszentrum Berlin; Soc.
Imaging Sci. & Technol.; Eur. Opt. Soc.; et al
Conference Date: 7-10 Oct. 1996   Conference Location: Berlin, Germany
Language: English   Document Type: Conference Paper (PA); Journal Paper
(JP)
Treatment: Practical (P)
Abstract: The nature, purpose and data presentation features of media
jobs are analyzed in relation to the content, document, process and
resource management in media production. Formats are the natural way of

presenting, collecting and storing information, contents, document
components and final documents. The **state** of the art and the trends in
the media formats and production data are reviewed. The types and the
amount of production data are listed, e.g. events, schedules, **product
descriptions** , reports, visual support, quality, process **states** and
color data. The data exchange must be **vendor** -neutral. Adequate
infrastructure and system architecture are defined for production and media
data. The roles of open servers and intranets are evaluated and their
potential roles as future solutions are anticipated. The press frontend is
the part of print media production where large files dominate. The new
output alternatives, i.e. film recorders, direct plate output (CTP and
CTP-on-press) and digital, plateless printing lines need new workflow tools
and very efficient file and format management. The paper analyzes the
capture, formatting and storing of job files and respective production
data, such as the event logs of the processes. Intranet, browsers, Java
applets and open web servers will be used to capture production data,
especially where intranets are used anyhow, or where several companies are
networked to plan, design and use documents and printed **products** . The
user aspects of installing intranets is stressed since there are numerous
more traditional and more dedicated networking solutions on the market. (
19 Refs)
   Subfile: C
   Descriptors: computer controlled typesetting; data structures; electronic
publishing; Internet; local area networks; multimedia communication;
multimedia computing; network servers
   Identifiers: capture; web media; **database** methods; data presentation;
resource management; media production; media formats; production data; data
exchange; infrastructure; system architecture; networking solutions;
intranets; time based formats; image based formats; print media; computer
to plate printing
   Class Codes: C7230 (Publishing and reproduction); C6130M (Multimedia);
C5690 (Other data communication equipment and techniques); C6120 (File
organisation)
   Copyright 1997, IEE

   13/5/5   (Item 5 from file: 2)
DIALOG(R)File   2:INSPEC
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05784859   INSPEC Abstract Number: C9411-7250N-005
 Title: Precision and recall of GlOSS estimators for database **discovery**
   Author(s): Gravano, L.; Garcia-Molina, H.; Tomasic, A.
   Author Affiliation: Dept. of Comput. Sci., Stanford Univ., CA, USA
   p.103-6
   Publisher: IEEE Comput. Soc. Press, Los Alamitos, CA, USA
   Publication Date: 1994 Country of Publication: USA   xii+272 pp.
   ISBN: 0 8186 6400 2
   U.S. Copyright Clearance Center Code: 0 8186 6400 2/94/$4.00
   Conference Title: Proceedings of 3rd International Conference on Parallel
and Distributed Information Systems
   Conference Sponsor: IEEE Comput. Soc. Tech. Committee on Data Eng.; ACM
SIGMOD; Bellcore; US West
   Conference Date: 28-30 Sept. 1994   Conference Location: Austin, TX, USA
   Language: English   Document Type: Conference Paper (PA)
   Treatment: Practical (P); Experimental (X)
   Abstract: Online information **vendors** and the Internet together offer
thousands of text **databases** from which a **user** may choose for a given
information need. This paper presents a framework for and analyses a
solution to this problem, which we call the text- **database** discovery

problem. Our solution is to build a **service** that can suggest potentially good **databases** to search. A **user** 's query goes through two steps: first, the query is presented to the GlOSS server (Glossary-Of-Servers Server) to select a set of promising **databases** to search. Secondly, the query is actually evaluated in the chosen **databases** . GlOSS gives a hint of what **databases** might be useful for the **user** 's query, based on word-frequency information for each **database** . This information **indicates** how many documents in each **database** actually contain a **keyword** , for each field designator. To evaluate the set of **databases** that GlOSS returns for a given query, we present a framework based on the precision and recall metrics of information retrieval theory. We define metrics for the text-**database** discovery problem. We further extend our framework by offering different definitions for a "relevant **database** ". We have performed experiments using query traces from the FOLIO library information retrieval system, involving six **databases** available through FOLIO. The results obtained for different variants of GlOSS are very promising. Even though GlOSS keeps a small amount of information about the contents of the available **databases** , this information proved to be sufficient to produce very useful hints on where to search. (6 Refs)
   Subfile: C
   Descriptors: file servers; information retrieval; online front-ends
   Identifiers: precision metric; recall metric; GlOSS estimators; text-**database** discovery problem; information need; query evaluation; Glossary-Of-Servers Server; **database** selection; word-frequency information; **keyword** ; field designator; information retrieval theory; relevant **database** ; FOLIO library information retrieval system; search hints
   Class Codes: C7250N (Front end systems for online searching)

   13/5/6   (Item 6 from file: 2)
DIALOG(R)File   2:INSPEC
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03733101   INSPEC Abstract Number: C86049003
   Title: Decisive factors in choosing a host system for online searching
   Author(s): Nevyjel, A.; Oberhauser, O.
   Author Affiliation: Osterreichisches Forschungszentrum Seibersdorf GmbH, Austria
   Journal: Nachrichten fur Dokumentation   vol.37, no.3   p.122-6
   Publication Date: June 1986 Country of Publication: West Germany
   CODEN: NADOAW ISSN: 0027-7436
   Language: German   Document Type: Journal Paper (JP)
   Treatment: Practical (P)
   Abstract: More and more **databases** are available on more and more host systems. The market is growing in terms of supply as well as of demand. Usually, an intermediary **service** has access to a range of various **vendors** . So, if the searcher has selected specific **databases** fitting to a given query, his very next decision is the choice of the host. The most obvious decisive factor 'cost' is often not final since real cost is difficult to calculate, depending on response time, comfort of query language, splitting of **databases** , form of contract, actual exchange rates, etc. Moreover, the authors' global annual statistics of cost per online session show only moderate variations between **vendor** systems. On the other hand, if precision and recall are accepted as measures for retrieval quality, an analysis of end- **user** questionnaires **indicates** considerable quality differences from search to search. Therefore, if the choice of the host can influence precision and recall, this certainly must be taken into account. Other factors like timeliness and **type** of implementation of a **database** , regional or local considerations, delivery

time of offline prints availability and reliability of the host as well as
special features of the query language can be important for the choice of
the host. The every-day practice of intermediary online searchers confirms
that in   addition   to   rational   and financial considerations also
psychological factors affect the individual decision for choosing a special
system. (10 Refs)
   Subfile: C
   Descriptors: information retrieval systems; information **services**
   Identifiers: host system; online searching; host systems; intermediary
service ; response time; query language; exchange rates; **vendor** systems;
retrieval quality; offline prints; availability; reliability; intermediary
online searchers; financial considerations; psychological factors
   Class Codes: C7250 (Information storage and retrieval)

   13/5/7   (Item 7 from file: 2)
DIALOG(R)File   2:INSPEC
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01821508   INSPEC Abstract Number: C75024983
   Title: The importance of user **education and training in a multi-** data
 base **online information network**
   Author(s): Egeland, J.
   Author Affiliation: State Univ. of New York, Albany, NY, USA
   Conference Title: Proceedings of the ASIS 37th Annual Meeting. vol.11
p.137-40
   Editor(s): Zunde, P.
   Publisher: American Soc. Information Sci, Washington, DC, USA
   Publication Date: 1974 Country of Publication: USA   x+278 pp.
   ISBN: 0 87715 411 2
   Conference Date: 13-17 Oct. 1974   Conference Location: Atlanta, GA, USA
   Language: English   Document Type: Conference Paper (PA)
   Treatment: Applications (A); Practical (P)
   Abstract: The SUNY Biomedical Communication Network provides online
access to three different **data   bases** to 32 member institutions across a
10- **state** area. Through a single terminal located in their library, **users**
 may search the MEDLARS, ERIC, and Psychological Abstracts **data   bases** .
As part of their **service** to member institutions, SUNY also provides
training sessions in the use of the system. This paper focuses on the
importance of **user** awareness of the differences in the indexing policies
and vocabulary structures for each of the files. More attention should be
directed to the development of this **type** of training for **users** of
multi- **data   base** online systems. The need for cooperation between **data
  base   vendors** and producers in this regard is noted. (3 Refs)
   Subfile: C
   Descriptors: educational courses; information retrieval systems; training
   Identifiers: SUNY Biomedical Communication Network; online access;
Psychological Abstracts **data   bases** ; indexing policies; vocabulary
structures; information **user** training; multidata base online information
networks; MEDLARS **data   base** ; ERIC **data   base**
   Class Codes: C7250 (Information storage and retrieval); C7290 (Other
aspects of information science and documentation)

   13/5/8   (Item 1 from file: 35)
DIALOG(R)File   35:Dissertation Abs Online
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01369264 ORDER NO: AAD94-22809
THE RATIONALES AND CONDITIONS OF INTERNATIONAL COUNTERPURCHASE AND BUY-BACK

TRANSACTIONS: MODELS AND EMPIRICAL DIMENSIONS
   Author: SHA, GUOXING
   Degree: PH.D.
   Year: 1993
   Corporate Source/Institution: GEORGIA STATE UNIVERSITY (0079)
   Chair: BIKRAMJIT S. GARCHA
   Source: VOLUME 55/04-A OF DISSERTATION ABSTRACTS INTERNATIONAL.
            PAGE 1051. 148 PAGES
   Descriptors: ECONOMICS, COMMERCE-BUSINESS; ECONOMICS, THEORY
   Descriptor Codes: 0505; 0511

     The two variations of countertrade, counterpurchase and buy-back, are
commonly seen in international business of recent decades. But a lack of
understanding of their rationales and conditions of existence has caused a
lot of confusion among policy makers of governments and international
organizations as well as in the business community. This research develops
theories to explain the "raison d'etre" of international reciprocal trade
arrangements characterized by counterpurchase and buy-back, and offers
empirical evidence about conditions for such deals to be concluded. The
findings of the study contribute to the better understanding of the
mechanisms of these arrangements.
     A formal theoretical model of bonding is developed to explain
counterpurchase between **state** trading agents and individual company
agents from different countries. The model shows the mechanism under which
the **buyer** of imports overcomes the moral hazard problem through a
reciprocal purchasing requirement on its foreign suppliers. This
requirement serves as a self-selection tool so that only those foreign
suppliers who provide the **goods** with the wanted quality for the **buyer**
will choose to accept a counterpurchase arrangement.
     Another formal theoretical model of signalling explains buy-back
arrangements. The signalling model shows the mechanism under which the
buy-back arrangement becomes a signalling process distinguishing between
two types of capital project suppliers. The two models demonstrate how the
linkages of reciprocal purchases are determined.
     Empirical tests are conducted using data from a **database** which
records worldwide countertrade transactions during 6 years from 1987 to
1992. The tests confirm the premises on which the models are based.
Statistical tools of ANOVA, contingency test are applied to test hypotheses
about obligation ratios, agent and **product** characteristics. Results
obtained **indicate** distinguishable combinations of obligation ratio, agent
type , and **goods** characteristics for counterpurchase and buy-back. The
profiles of **sellers** and **buyers** are built up.
     The study concludes with the formation of a framework and a discussion
of implications for policy makers and business practitioners.

   13/5/9   (Item 1 from file: 99)
DIALOG(R)File 99:Wilson Appl. Sci & Tech Abs
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1817693 H.W. WILSON RECORD NUMBER: BAST99002145
Longstanding partnership results in review of critical petroleum tables
Beaty, Ronald E; Brown, Derek R
ASTM Standardization News v. 26 no12 (Dec. '98) p. 26-9
DOCUMENT TYPE: Feature Article ISSN: 0090-1210 LANGUAGE: English
RECORD STATUS: Corrected or revised record

ABSTRACT: An outline of the review process and proposed updates to the
Petroleum Measurement Tables is presented. The Petroleum Measurement
Tables provide the petroleum industry with internationally accepted methods

for determining net corrected volumes of petroleum liquids for custody
transfers between **buyers** and **sellers** . A review of the table basis
indicated that the **type** of program required to produce a new **database**
was not justified. However, various aspects of the tables needed to be
updated because of computer technology advances, increased discrimination
of density values, and other changes.

DESCRIPTORS: Petroleum **products** --Standards; Petroleum--Measurement;

  13/5/10   (Item 1 from file: 583)
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09196749
Linux gets thumbs up from Bloor
  WORLD: BLOOR TRIAL **CHOOSES** LINUX OVER WINDOWS NT
Computer Weekly (CRW)   28 Oct 1999 p.63
Language: ENGLISH

An independent report from Bloor Research has placed Linux clearly above
Windows NT based on a year-long survey of various aspects of business
computing. The results for mail, **database** and groupware servers were
similar, but Linux out-performed NT in several other areas of use. It won
out in file and print through its good management features, in mixed
workload because it did not share NT's tendency to leak memory, and in web
serving through its high availability. NT, however, was considered better
for running low-end data warehouses and application servers. In the other
criteria measured by Bloor, Linux proved superior in terms of availability,
 user satisfaction, value for money, operational features, support and
scalability. NT was more efficient in only one area, application
availability, though by a very marked degree. Neither system was considered
suitable for ' **enterprise class** ' servers with hundreds of **users** . Bloor
recognised that, even though Linux is free, firms may use Microsoft because
they already have it in place. The launch of Windows 2000 by Microsoft,
integrating Backoffice applications and improving scalability and
availability, may also change the situation.

COMPANY: BACKOFFICE; WINDOWS 2000; WINDOWS NT; LINUX; BLOOR RESEARCH

PRODUCT: Computer Software (7372);
EVENT: **Product** Standards (35);
COUNTRY: General Worldwide (0W);

  13/5/11   (Item 2 from file: 583)
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06346761
TELE DANMARK: BILLIG INTERNET-TELEFONI FRA OS
  DENMARK: TELE DANMARK TO START INTERNET **SERVICE**
Jyllands-Posten (JYP)   29 July 1996 p. 2
Language: DANISH

Tele Danmark has advanced plans on the marketing of international telephone
calls through the Internet for its Internet **service users** . The cost for
these calls will only be the standard, local fare, and Market Director
Michael Vad **states** before the paper that Tele Danmark has invested a
considerable effort into the introduction of these **services** for the

Internet market. But the company probably won't make any actual offers
during this Autumn, as some technical problems still remain to be ironed
out of the system, before this **type** of **service** is marketed to
consumers .

COMPANY: INTERNET; TELE DANMARK

PRODUCT: Telephone Communications (4811); Telecommunications (4810);
    Computers & Auxiliary Equip (3573); Communications Eqp ex Tel (3662);
    Database Vendors (7375);
EVENT: **Commodity & Service** Prices (72); Planning & Information (22);
COUNTRY: Denmark (4DEN);

 13/5/12   (Item 3 from file: 583)
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06290494
Trading trash in cyberspace
  US: RECYCLABLES EXCHANGE ON INTERNET
Financial Times (FT)   03 Apr 1996 p.19
Language: ENGLISH

Following the launch of the exchange in October 1995, the <US-based>
Chicago Board of Trade (CBOT) has decided to display its exchange for
non-hazardous recyclable **commodities** on the Internet by the end of April
1996. The move will enable **users** to have an easier access to information
about prices world-wide and the market will include open-outcry and futures
contracts. Price, quantity and **type** , of **commodity** will be the
information available on screen and subscribers paying US$ 1,000 a year
will also have the possibility to launch an unlimited number of bids and
offers.
(c) Financial Times 1996

COMPANY: CBOT; CHICAGO BOARD OF TRADE

PRODUCT: Refuse Systems (4953); Recycling (4953RC); Resources, Environment
    & Energy (9106); Securities & **Commodities** Exchanges (6230);
    Securities Dealers (6211); Debt & Equity Securities (E5640); Database
    Vendors (7375);
EVENT: General Management **Services** (26); Product Design & Development
  (33);
COUNTRY: United **States** (1USA);

 13/5/13   (Item 4 from file: 583)
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06277050
Beauty Discounters Aim at New Audience: Teens and Preteens
  US: MARKET POTENTIAL IN GIRLS' COSMETICS
WWD (ESK)   23 Feb 1996 p.1,8,10
Language: ENGLISH

The US market potential for girls' cosmetics is forecast to grow from 40mn
young **consumers** at present to 47mn by the year 2000. Both discount chains
and department stores are fighting drugstores' dominance of the teens' and
pre-teens' market, which is estimated at US$ 70bn annually. The trend is

similar in Europe, where e.g. in France a young person of 16-24 years of age is estimated to have a monthly income of US$ 600 on average. Beside make-up, producers of other cosmetics and toiletries are discovering the purchasing power of young people. The East Norwich, New York-based company Lady In Red is to launch the Little Lady fragrance in summer 1996. The launch will be promoted by a Little Lady Club with a quarterly newsletter on fashion and make-up tips. Meanwhile Wal-Mart and Bonne Bell, which has been appointed young **consumers** ' **category** manager for Longs Drug Stores of Walnut Creek, California, are setting up Internet home pages for cosmetics.
COMPANY: INTERNET; LONGS DRUG STORES; BONNE BELL; WAL-MART; LADY IN RED

PRODUCT: Toiletries (2844); Perfumery (2844PJ); Cosmetics (2844CO);
    Database   Vendors (7375);
EVENT: General Management **Services** (26); Marketing Procedures (24);
COUNTRY: United **States** (1USA);

13/5/14   (Item 5 from file: 583)
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06150020
Taiwan is organising a news information reserve
  TAIWAN: INFORMATION RESERVE TO BE SET UP
Commercial Times (XKC)   5 May 1995 p.34
Language: CHINESE

Taiwan's Information Industry Development Association decided to invite about 10 leading media organisations including TV channels, radio companies, newspapers and magazine companies to jointly set up a national news information reserve centre. TV channels and newspapers companies are required to pour NT$1 mn into the development fund, while magazine and radio companies have to pay NT$500,000. It is planned that transmission of information will be through Internet. The progress of the project is as follows: 1st stage 2nd stage 3rd stage Time Sales to 1st half of 2nd half of Schedule begin in 2nd 1998 1998 half of 96 **Product** Information in Voice and Extended **Type** words image **products** included launched Target **Enterprises   Enterprises** CD-ROM Group Government Government Video On dept. dept. Demand Overseas Schools (VOD) Chinese Family etc. Cable TV **enterprises** are not happy with the proposed plan of transmission through Internet. Spokesman of the China Cable Broadcast Development Association (translated name) **stated** that Internet had only about 300,000 **users** , whereas cable TV had 3 mn household **users** . From business point of view, the Information Industry Development Association should use cable TV as a transmission media rather than Internet. Although cable TV network is not included in the plan at present, it does not mean that it has no chance of being used in the future, spokesman of the Information Industry Development Association said. *

COMPANY: CHINA CABLE BROADCAST DEVT ASSN; INTERNET; INFORMATION INDUSTRY
DEVT ASSN

PRODUCT: Message Switches (3661MS); Telecommunications (4810); Cable
    Television Systems (4834); Computers & Auxiliary Equip (3573);
    Communications Eqp ex Tel (3662); **Database   Vendors** (7375);
EVENT: Capital Expenditure (43);
COUNTRY: Taiwan (9TAI);

13/5/15   (Item 6 from file: 583)
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05933015
Entry-level systems launched
  AUSTRALIA: HP LAUNCHES ENTRY-LEVEL SYSTEMS
The Australian (XAA)   25 Jan 1994   P.25
Language: ENGLISH

Hewlett-Packard (Australia) has introduced a new range of entry-level
servers, two workstations, a family of X terminals and management software.
Mr Steve Hitchings, Hp's open system marketing manager said that the
 products was part of its strategy to put **enterprises** -wide solutions
within the reach of small businesses. The price of E- **class** servers,
models E25, E35 and E45 start from AUD 10,000. Mr Hitchings believed that
these **products** would boost the company's overall market share. Mr John
Fogarasi, the workstations marketing manager said that workstations, Hp
9000 series 700, models 712/60 and 712/80i had the latest **state** -of-art
technology. The 712/60 model is priced at AUD 6,990 and the 80i is priced
at AUD 16,190. The Entra line of X terminals were designed for **customers**
who were replacing character-based equipment while right-sizing from
mainframes to distributed open systems.

COMPANY: HEWLETT-PACKARD (AUSTRALIA)
PRODUCT: Microcomputers (3573MI); **Database** Management Software (7372DB);
EVENT: Marketing Procedures (24);
COUNTRY: Australia (9AUS);

13/5/16   (Item 7 from file: 583)
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03294261
DEVELOPMENTS IN CLIENT-SERVER **DATABASE   PRODUCTS**
  US - DEVELOPMENTS IN CLIENT-SERVER **DATABASE   PRODUCTS**
Data Communications (DAT)   0 January 1990   p80-87
ISSN: 0363-6399

In the late 1980s, an evolution in **databases** in the US led to the use of
client-server **database** architecture whereby an application, or client, on
one machine, ran against a **database** server on another machine. Companies
such as Gupta and Oracle gradually moved both functions away from
minicomputers towards microcomputers and LANs, and David Vinzant, president
of Vinzant (Portage, IN), a software development and consultancy firm,
discusses developments in **database** server technology which, according to
International Data (Framlingham, MA), will become a multibillion dollar
market by the mid-1990s. Fully functional client-server **database** servers
comprise a front-end, or client, and a back-end, or server. Structured
Query Language (SQL) provides communications between the client, an end
 user - application such as a **database** or spreadsheet, and the back-end,
a **database** engine which processes information requests and manages the
data. The SQL **database** access language is being developed as a standard
to enable client-server applications to run in a multivendor environment.
Article includes David Vinzante's **description** and comments on SQL
 products developed by IBM, Ingres, Microsoft, Novell and Oracle.

PRODUCT: Local Area Network Equip (3661LA); Local Area Networks (4811LA);
      Database   Vendors (7375); Computer Services (COSV);

EVENT: **PRODUCTS** , PROCESSES & **SERVICES** (30);
COUNTRY: United **States** (1USA); NATO Countries (420); South East Asia
    Treaty Organisation (913);

13/5/17   (Item 8 from file: 583)
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03020106
ONTOLOGIC CLAIMS FIRST OBJECT-ORIENTED **DATABASE**
  US - ONTOLOGIC CLAIMS FIRST OBJECT-ORIENTED **DATABASE**
Computergram International (CGI)   2 November 1989
ISSN: 0268-716X

Burlington, Massachusetts-based software developer Ontologic Inc has
released what it clains to be the first available multi- **user** object
oriented **database** for Unix systems, using the C++ language. The **product**
, called Ontos, was demonstrated running on Sun and Apollo workstations at
the recent OOPSLA '89 xhibition, held in New Orleans. As well as the
full-blown Ontos multi- **user** distributed **database** , Ontologic is also
offering Ontos Persistent C++ - a single **user** stand-alone version - and a
set of extendable **class** libraries, including aggregates such as sets,
lists, dictionaries and arrays. By integrating the programming language and
the **database** , Ontos can outperform relational **databases** by 10- to
1,000-fold for applications with complex data, according to Robert Martin,
vice-president of **products** and marketing at Ontologic. Ontos is priced at
$15,000, and will ship by the end of the year.

PRODUCT: Image Document Workstations (3573IW); **Database   Vendors** (7375
); Computer Services (COSV);
EVENT: **PRODUCTS** , PROCESSES & **SERVICES** (30);
COUNTRY: United **States** (1USA); NATO Countries (420); South East Asia
    Treaty Organisation (913);

13/5/18   (Item 9 from file: 583)
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03006028
ROADSIDE BUSINESSES ELECTRONICALLY LISTED
  US - ROADSIDE BUSINESSES ELECTRONICALLY LISTED
Automotive Electronics Journal (AEJ)   23 October 1989 p23
ISSN: 0141-9934

Laser Data Technology has introduced a pocket calculator- **type** device
called Road Whiz which lists electronically over 30k roadside **services**
and businesses on US high-ways. The **user** enters details concerning
state , highway, direction and the mile marker just passed, plus the **type**
of **service** required. Listings can also be paged. Road Whiz will sell at
USDlr80.

PRODUCT: Auto Electrical Equip (3694); **Database Vendors** (7375);
    Computer Services (COSV);
EVENT: **PRODUCTS** , PROCESSES & **SERVICES** (30);
COUNTRY: United **States** (1USA); NATO Countries (420); South East Asia
    Treaty Organisation (913);

13/5/19   (Item 10 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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02422019
INTERNATIONAL SAFETY REGULATIONS **DATABASE** LAUNCHED
  US/UK - INTERNATIONAL SAFETY REGULATIONS **DATABASE** LAUNCHED
Chemical Week (CW)   28 December 1988 p37
ISSN: 0009-272X   .

ERM Computer **Services** (Exton, PA) and Environmental Resources (London)
are developing a **database** of international environmental, health and
safety laws. The **database** will be available starting in 6/89, and will
include laws from Brazil, Mexico, France, Italy, Spain and the UK
initially, with more added constantly. A group of Fortune 500 firms are
sponsoring the project. **Users** with a personal computer will be able to do
searches by citation, **keyword** , summary or date.

PRODUCT: **Database   Vendors** (7375); Computer Services (COSV);
EVENT: **PRODUCTS** , PROCESSES & **SERVICES** (30);
COUNTRY: United **States** (1USA); United Kingdom (4UK); Northern Europe (
    414); OECD Europe (415); NATO Countries (420); South East Asia Treaty
    Organisation (913);

13/5/20   (Item 11 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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02098201
MITI AGENCY ADVOCATES MORE JAPANESE BASIC RESEARCH
  JAPAN - MITI AGENCY ADVOCATES MORE JAPANESE BASIC RESEARCH
Financial Times (C) 1991 (FT)   5 September 1988 p4

Japan lags behind US and W European nations in basic research, **stated** a
report from agency of Industrial Science and Technology (Japan), which
added that out of 40 technology-intense **product   categories** , Japanese
products dominated 36 of the **categories** . Technological purchases by
Japan from overseas has fallen from 10% of total research and development
spending in 1971 to 3.1% in 1986, while Japanese exports of technology have
increased from 2% of total R&D spending in 1971, increasing to 2.7% in
1986. AIST claims this failure is due to the low level of govt funding for
R&D and requests that Japanese govt provide more support for basic R&D. In
1985, the Japanese govt provided 19% of R&D funds, while US govt provided
46.8%, France 53.5%, UK 42.6% and W Germany 39.6%. AIST report also claims
that the higher education environment of Japan is not capable of supporting
serious basic research, and found technology of a high level only in
commercial interest areas such as high-tensile steel, memory chips, video
recorders, semiconductor lasers and microbiology. Japanese companies spend
an average of 2.6% of sales on R&D, the highest in the world. AIST added
that Japanese technology has not advanced in aero- engines,
electron-magnetic scanning, satellite rocketry and **databases** .
Copyright: Financial Times Ltd 1991

PRODUCT: Audio Equipment (3652AE); Semiconductor Devices (3674);
    Integrated Circuits (3674IT); Aircraft Engines & Parts (3724); Optical
    Devices (38300D); **Database   Vendors** (7375); Biotechnology (8521BI);
    Computer Services (COSV);
EVENT: **PRODUCTS** , PROCESSES & **SERVICES** (30);
COUNTRY: Japan (9JPN); OECD Pacific (915);

```
Set     Items   Description
S1     653232   AUCTION? OR MULTIAUCTION OR MULTI()AUCTION OR EXCHANGE OR -
                 INTERCHANGE OR TRADING OR MATCHING OR BIDDING
S2    1683888   AGGREGATOR? ? OR ENGINE? OR BOT OR BOTS OR ROBOT? ? OR AGE-
                 NT? ? OR SPIDER? ? OR CRAWLER? ? OR PORTAL? ?
S3    2392191   MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROUS? OR P-
                 LURAL?
S4    1615973   ELECTRONIC OR ONLINE OR ON()LINE OR INTERNET OR CYBER OR V-
                 IRTUAL OR DIGITAL? OR (COMMUNICATION OR DISTRIBUTED)()(NETWOR-
                 K? OR SYSTEM?)
S5        701   S3(S)S1(S)S4(S)S2
S6        293   S5 NOT PY>1999
S7        288   RD (unique items)
S8    2561662   ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -
                 OR GOODS OR SERVICE? ?
S9        114   S7 AND S8
S10   1540513   CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S11        16   S9 AND S10
S12    917054   BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                 OR SHOPPER? OR USER?
S13        52   S9 AND S12
S14        61   S9 AND (S10 OR S12)
S15       816   S1(1W)S2
S16       312   S15 NOT PY>1999
S17       293   RD (unique items)
S18        66   S17(S)S4
S19        64   S18 NOT S14
File    2:INSPEC 1969-2005/Sep W2
           (c) 2005 Institution of Electrical Engineers
File   35:Dissertation Abs Online 1861-2005/Aug
           (c) 2005 ProQuest Info&Learning
File   65:Inside Conferences 1993-2005/Sep W3
           (c) 2005 BLDSC all rts. reserv.
File   99:Wilson Appl. Sci & Tech Abs 1983-2005/Jul
           (c) 2005 The HW Wilson Co.
File  474:New York Times Abs 1969-2005/Sep 22
           (c) 2005 The New York Times
File  475:Wall Street Journal Abs 1973-2005/Sep 22
           (c) 2005 The New York Times
File  583:Gale Group Globalbase(TM) 1986-2002/Dec 13
           (c) 2002 The Gale Group
File  139:EconLit 1969-2005/Sep
           (c) 2005 American Economic Association
```

19/5/1   (Item 1 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2005 Institution of Electrical Engineers. All rts. reserv.

07914714   INSPEC Abstract Number: C2001-06-7120-037
 Title: AATP: Auction Agent Transfer Protocol
   Author(s): Chkaiban, G.; Sonderby, M.
   Author Affiliation: Electron. Commerce Inst., Carnegie Mellon Univ.,
Pittsburgh, PA, USA
   Journal: Electronic Markets   vol.10, no.2   p.94-101
   Publisher: Routledge,
   Country of Publication: UK
   ISSN: 1019-6781
   SICI: 1019-6781()10:2L.94:AAAT;1-1
   Material Identity Number: F273-2001-005
   Language: English   Document Type: Journal Paper (JP)
   Treatment: Practical (P)

   Abstract: The paper presents the **Auction Agent** Transfer Protocol
(AATP) as a standard architecture to facilitate the exchange of commodity
goods and services directly between buyers and suppliers in the
business-to-business e-commerce space. The protocol is implemented by
utilizing the automated services of interface, stationary, and mobile
intelligent agents in a global networked environment. Technical features of
the well-established Network News Transfer Protocol (NNTP) model are also
borrowed to enhance functionality of AATP. AATP is presented as a new and
emerging technology, based on years of academic and government research.
The focus of AATP is to remove the recently surfaced **digital**
 intermediaries (i.e. Chemdex, FreeMarkets) from **electronic** procurement
systems, and thereby increase savings for buyers and global reach for
suppliers. (9 Refs)
   Subfile: C
   Descriptors: electronic commerce; electronic data interchange; Internet;
protocols
   Identifiers: AATP; Auction Agent Transfer Protocol; standard architecture
; commodity goods exchange; business-to-business e-commerce space;
automated services; mobile intelligent agents; global networked environment
; Network News Transfer Protocol; NNTP model; government research; digital
intermediaries; Chemdex; FreeMarkets; arkets) from electronic procurement
systems; buyers; global reach; suppliers
   Class Codes: C7120   (Financial computing); C6130E (Data interchange);
C5640 (Protocols); C7180 (Retailing and distribution computing); C7210N (
Information networks)
   Copyright 2001, IEE

 19/5/5   (Item 5 from file: 2)
DIALOG(R)File   2:INSPEC
(c) 2005 Institution of Electrical Engineers. All rts. reserv.

07390685   INSPEC Abstract Number: C1999-12-7120-022
 **Title: Agent Mediated Electronic Commerce. First International Workshop on
Agent Mediated Electronic Trading. AMET-98. Selected Papers**
   Editor(s): Noriega, P.; Sierra, C.
   Publisher: Springer-Verlag, Berlin, Germany
   Publication Date: 1999 Country of Publication: Germany   vii+206 pp.
   ISBN: 3 540 65955 2   Material Identity Number: XX-1999-01900
   Conference Title: Agent Mediated Electronic Commerce. First International
Workshop on Agent Mediated Electronic Trading. AMET-98
   Conference Date: 10 May 1998   Conference Location: Minneapolis, MN, USA
   Language: English   Document Type: Conference Proceedings (CP)

Abstract: The following topics were dealt with: building **electronic** marketplaces with the ZEUS agent toolkit; accounting for cognitive costs in **online** auction design; SICS MarketSpace (an agent-based market infrastructure); sequencing of contract types for anytime task reallocation; agent-mediated integrative negotiation for retail **electronic** commerce; a multi-agent system for coordinating international shipping; bid evaluation and selection in the MAGNET automated contracting system; evolutionary computing and negotiating agents; bidding strategies for **trading agents** in auction-based tournaments; a pi -calculus model of a Spanish fish market; and information integration for **electronic** commerce.
    Subfile: C
    Descriptors: electronic commerce; electronic trading; negotiation support systems; software agents
    Identifiers: agent-mediated electronic commerce; agent-mediated electronic trading; electronic marketplaces; ZEUS agent toolkit; cognitive costs; online auction design; SICS MarketSpace; agent-based market infrastructure; contract type sequencing; anytime task reallocation; integrative negotiation; retail electronic commerce; multi-agent system; international shipping coordination; bid evaluation; bid selection; MAGNET automated contracting system; evolutionary computing; negotiating agents; bidding strategies; trading agents; auction-based tournaments; pi -calculus model; Spanish fish market; information integration
    Class Codes: C7120 (Financial computing); C6170 (Expert systems and other AI software and techniques); C7102 (Decision support systems)
    Copyright 1999, IEE

    19/5/11   (Item 11 from file: 2)
DIALOG(R)File 2:INSPEC
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07116885
 Title: Keeping one eye on the future, CME launches Globex2
    Author(s): Epstein, C.
    Journal: Wall Street & Technology   vol.16, no.11   p.40
    Publisher: Miller Freeman,
    Publication Date: Nov. 1998 Country of Publication: USA
    CODEN: WSTEE5 ISSN: 1060-989X
    SICI: 1060-989X(199811)16:11L.40:KFLG;1-S
    Material Identity Number: P708-98017
    Language: English   Document Type: Journal Paper (JP)
    Treatment: Practical (P)
Abstract: No one can say for sure when the Chicago Mercantile Exchange will follow in the footsteps of Liffe and the Matif-European futures markets that have decided to terminate floor-based trading in favor of all-**electronic** environments. But one thing is for certain: the Merc now has a more modern system to work with should it decide to go that route. On Sept. 20, the CME and Matif, the French futures exchange, launched Globex2-a next-generation **electronic** trading platform. Driven by Matifs NSC **trading engine**, the new system promises a number of improvements over the original, dedicated-use single terminal Globex system. (0 Refs)
    Subfile: D
    Descriptors: commodity trading; electronic trading; stock markets
    Identifiers: Chicago Mercantile Exchange; Liffe; Matif; futures markets; Globex2; electronic trading
    Class Codes: D2050F (Financial markets)
    Copyright 1998, IEE

    19/5/12   (Item 12 from file: 2)

07066246   INSPEC Abstract Number: C9812-7170-002
   Title: Towards a test-bed for trading   agents **in** electronic **auction markets**
   Author(s): Rodriguez-Aguilar, J.A.; Martin, F.J.; Noriega, P.; Garcia, P.
; Sierra, C.
   Author Affiliation: Artificial Intelligence Res. Inst., CSIC, Barcelona,
Spain
   Journal: AI Communications   vol.11, no.1   p.5-19
   Publisher: IOS Press,
   Publication Date: 1998 Country of Publication: Netherlands
   CODEN: ACMMEE ISSN: 0921-7126
   SICI: 0921-7126(1998)11:1L.5:TTTA;1-#
   Material Identity Number: M614-98002
   U.S. Copyright Clearance Center Code: 0921-7126/98/$8.00
   Language: English   Document Type: Journal Paper (JP)
   Treatment: Practical (P)
   Abstract: We present a framework for defining trading scenarios based on
fish market auctions. In these scenarios, trading (buyer and seller)
heterogeneous (human and software) agents of arbitrary complexity
participate in auctions under a collection of standardized market
conditions and are evaluated against their actual market performance. We
argue that such competitive situations constitute convenient problem
domains in which to study issues related with agent architectures in
general and agent-based trading strategies in particular. The proposed
framework, conceived and implemented as an extension of FM96.5 (a
Java-based version of the Fish-market auction house), constitutes a
test-bed for trading agents in auction tournament environments, FM97.6.
Finally, we illustrate how to generate tournaments with the aid of our
test-bed by defining and running a very simple tournament involving a set
of rudimentary buyer agents. (34 Refs)
   Subfile: C
   Descriptors: cooperative systems; Internet; marketing data processing;
object-oriented languages; software agents
   Identifiers: trading agents; electronic auction markets; fish market
auctions; standardized market conditions; market performance; agent
architectures; agent-based trading strategies; FM96.5; Java; auction
tournament environments; Internet; e commerce; multi agent systems
   Class Codes: C7170 (Marketing computing); C6170 (Expert systems); C1230
   (Artificial intelligence)
   Copyright 1998, IEE

   19/5/15   (Item 15 from file: 2)

06992765   INSPEC Abstract Number: C9809-7180-009
   Title: Designing bidding strategies for trading   agents **in** electronic
auctions
   Author(s):   Gimenez-Funes,   E.;   Godo,   L.;   Rodriquez-Aguilar, J.A.;
Garcia-Calves, P.
   Author Affiliation: Artifical Intelligence Res. Inst., Barcelona, Spain
   Conference Title: Proceedings International Conference on Multi Agent
Systems (Cat. No.98EX160)   p.136-43
   Publisher: IEEE Comput. Soc, Los Alamitos, CA, USA
   Publication Date: 1998 Country of Publication: USA   xviii+487 pp.
   ISBN: 0 8186 8500 X   Material Identity Number: XX98-01978
   U.S. Copyright Clearance Center Code: 0 8186 8500 X/98/$110.00

Conference Title: Proceedings International Conference on Multi Agent Systems
Conference Date: 3-7 July 1998   Conference Location: Paris, France
Language: English   Document Type: Conference Paper (PA)
Treatment: Theoretical (T)

Abstract: Auction-based **electronic** commerce is an increasingly interesting domain for developing **trading agents** . In this paper we present our first contributions towards the construction of such agents by introducing both a formal and a more pragmatical approach for the design of bidding strategies that provide buyer agents with useful heuristic guidelines to participate in auction-based tournaments. On the one hand, our formal view relies on possibilistic-based decision theory as the means of handling possibilistic uncertainty on the consequences of actions due to the lack of knowledge about the other agents' behaviour. On the other hand for practical reasons we also propose a two-fold method for decision making that does not require the evaluation of the whole set of alternative actions. This approach utilizes global (market-centered) probabilistic information in a first decision step which is subsequently refined by a second decision step based on the individual (rival-centered) possibilistic information induced from the memory of cases composing the history of tournaments. In this way, the resulting bidding strategy balances the agent's short-term benefits, related to the probabilistic information, with its long-term benefits, related to the possibilistic information. (21 Refs)
 Subfile: C
Descriptors: business data processing; cooperative systems; decision theory; possibility theory; retail data processing; software agents
Identifiers: bidding strategies; trading agents; electronic auctions; auction-based electronic commerce; heuristic guidelines; auction-based tournaments; possibilistic-based decision theory; possibilistic uncertainty ; global market-centered probabilistic information; short-term benefits; long-term benefits; probabilistic information; possibilistic information
Class Codes: C7180 (Retailing and distribution computing); C6170 (Expert systems); C1160 (Combinatorial mathematics)
Copyright 1998, IEE

19/5/17   (Item 17 from file: 2)
DIALOG(R)File   2:INSPEC
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06397842   INSPEC Abstract Number: C9611-3390C-024
 Title: A human interface for interacting with and monitoring the multi-agent robotic system
Author(s): Suzuki, T.; Yokota, K.; Asama, H.; Ishida, Y.; Matsumoto, A.; Kaetsu, H.; Endo, I.
Author Affiliation: Graduate Sch. of Sci. & Eng., Saitama Univ., Japan
Conference Title: Distributed Autonomous Robotic Systems   p.50-61
Editor(s): Asama, H.; Fukuda, T.; Arai, T.; Endo, I.
Publisher: Springer-Verlag, Tokyo, Japan
Publication Date: 1994 Country of Publication: Japan   394 pp.
ISBN: 4 431 70147 8   Material Identity Number: XX94-02075
Conference Title: Proceedings of 1994 2nd International Symposium on D Distributed Autonomous Robotic Systems (DARS'94)
Conference Date: 14-15 July 1994   Conference Location: Saitama, Japan
Language: English   Document Type: Conference Paper (PA)
Treatment: Practical (P)
Abstract: We are developing an autonomous and decentralized robot system ACTRESS. We have developed a human interface system for the multi-agent robotic system to be used in both development and run-time environments. The paper discusses communication between operators and agents which is

essential to realize the human interface system which lets the operator monitor the system and give or get some information. In ACTRESS, an agent cooperates with other agents using wired and wireless **communication systems** . Likewise, the human operator communicates with the agents using the same **communication systems** . He also uses communication to monitor the system. However, in ACTRESS, communication bandwidth is limited. Therefore, the communication of monitoring must not degrade the performance of the communication in the system. We discuss efficient communication to monitor the behavior of agents. And we modeled and evaluated the amount of communication and information for various communication types. It is found that eavesdropping message **exchange** among **agents** will reduce necessary communication for the human operator and ease communication traffic. The human operator can make efficient monitoring with the agents using both explicit communication and eavesdropped messages. (7 Refs)
    Subfile: C
    Descriptors: computerised monitoring; cooperative systems; mobile robots; user interfaces
    Identifiers: multi-agent robotic system; decentralized robot system; ACTRESS; human interface system; run-time environments; development environments; wireless communication systems; wired communication systems; monitoring; explicit communication; eavesdropping message exchange
    Class Codes: C3390C (Mobile robots); C7420 (Control engineering computing); C6180 (User interfaces); C1230 (Artificial intelligence)
    Copyright 1996, IEE

   19/5/48   (Item 2 from file: 583)
DIALOG(R)File 583:Gale Group Globalbase(TM)
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09167798
 Online auction portal from GHL
  MALAYSIA: GHL SET UP **ON - LINE AUCTION PORTAL**
New Straits Times (XAS)   30 Sep 1999 Computimes p.10
Language: ENGLISH

Malaysian merchants who want to auction returned or old goods as well as inventory surplus and current merchandise can to so via GHL Auction Direct, a Malaysian business-to-business and consumer **on - line auction portal** set up by GHL Systems Sdn Bhd of Malaysia. According to Auction Direct's systems marketing director, Joshua Tan, the new portal will enable merchants to download payment and orders at one time as well as upload new items for **auction** . The **portal** offers a customised auction site that allows merchants to enjoy, reporting, flexible pricing, user registration, account management, detailed product description and notification of bidding transactions done automatically. The new site can be accessed via www.auction.direct.com.my.

COMPANY: GHL SYSTEMS

EVENT: Product Design & Development (33);
COUNTRY: Malaysia (9MAO);

   19/5/63   (Item 17 from file: 583)
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03726216
PORTAL TRADING SYSTEM TO BE CHANGED?

US - PORTAL TRADING SYSTEM TO BE CHANGED?
Financial Times (C) 1991 (FT)   20 September 1990   p36

The   National   Association   of   Securities   Dealers'   (NASD)   **electronic
trading**   system,   **Portal**   ,   launched   in   April   1990   to   trade
privately-placed debt and equity issues, could be changed into a quotation
system for prices of private placements, according to Joseph Hardiman, NASD
president. The system is currently more used as a source of information and
the removing of its closed status could lead to a wider use of the system.
Copyright: Financial Times Ltd 1991

PRODUCT: Financial Service Information Prods (7375FN); Computer Services (
COSV);
EVENT: PRODUCTS, PROCESSES & SERVICES (30);
COUNTRY: United States (1USA); NATO Countries (420); South East Asia
      Treaty Organisation (913);

19/TI/1   (Item 1 from file: 2)

  Title: AATP: Auction Agent Transfer Protocol

19/TI/2   (Item 2 from file: 2)

  Title: Agent sophistication: design aspects for data-collecting agents

19/TI/3   (Item 3 from file: 2)

  Title: Three-dimensional anatomy setup verification by correlation of **orthogonal portal images and digitally reconstructed radiographs**

19/TI/4   (Item 4 from file: 2)

  Title: Bidding strategies for trading agents in auction-based tournaments

19/TI/5   (Item 5 from file: 2)

  Title: Agent Mediated Electronic Commerce. First International Workshop on Agent Mediated Electronic Trading. AMET-98. Selected Papers

19/TI/6   (Item 6 from file: 2)

  Title: The electronic commerce trials platform

19/TI/7   (Item 7 from file: 2)

  Title: Possibilistic-based design of bidding strategies in electronic auctions

19/TI/8   (Item 8 from file: 2)

  Title: IEE Seminar on Web Applications in Aerospace (Ref. No.199/079)

19/TI/9   (Item 9 from file: 2)

   Title: **Establishing enterprise networks through global engineering
networking, GEN**

 19/TI/10   (Item 10 from file: 2)

 Title: Modeling dynamic management features of virtual enterprises

 19/TI/11   (Item 11 from file: 2)

 Title: Keeping one eye on the future, CME launches Globex2

 19/TI/12   (Item 12 from file: 2)

   Title: **Towards a test-bed for** trading   agents **in** electronic **auction
markets**

 19/TI/13   (Item 13 from file: 2)

   Title: **Intelligent access, publishing and collaboration in global
engineering networking**

 19/TI/14   (Item 14 from file: 2)

 Title: A structure-based method for online   matching **of** portal **images
for an optimal patient set-up in radiotherapy**

 19/TI/15   (Item 15 from file: 2)

  Title: Designing bidding strategies for trading   agents **in** electronic
 auctions

 19/TI/16   (Item 16 from file: 2)

   Title: **A minimum-distance search circuit using dual-line PWM signal
processing and charge-packet counting techniques**

19/TI/17   (Item 17 from file: 2)

   **Title: A human interface for interacting with and monitoring the
multi-agent robotic system**

19/TI/18   (Item 18 from file: 2)

   **Title: IEE Seminar on Electronic Aids for Increased Profits (Digest
No.1995/152)**

19/TI/19   (Item 19 from file: 2)

  Title: Northern exposure (Toronto Stock Exchange)

19/TI/20   (Item 20 from file: 2)

  Title: The extended manufacturing enterprise: its nature and its needs

19/TI/21   (Item 21 from file: 2)

  Title: Information pricing
   Book Title: Annual review of information science and technology. Vol.26

19/TI/22   (Item 22 from file: 2)

   **Title: Parametric testing and evaluation of a free-piston Stirling
engine/linear compressor system**

19/TI/23   (Item 23 from file: 2)

  Title: Modelling urban vehicle motion to improve performance

19/TI/24   (Item 24 from file: 2)

  Title: 'Human factors' in telephone exchange engineering

19/TI/25   (Item 1 from file: 35)
DIALOG(R)File 35:(c) 2005 ProQuest Info&Learning. All rts. reserv.

**Management of intelligent learning agents in distributed data mining
systems**

19/TI/26   (Item 2 from file: 35)
DIALOG(R)File 35:(c) 2005 ProQuest Info&Learning. All rts. reserv.

**PROFITING FROM COMPETITION: FINANCIAL TOOLS FOR ELECTRIC GENERATION
COMPANIES (FUZZY LOGIC)**

19/TI/27   (Item 1 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Multimedia at professional audio, video and broadcast levels
   CONFERENCE: Digital audio interchange

19/TI/28   (Item 2 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Multimedia workstation editing "change your mind without losing it"
   CONFERENCE: Digital audio interchange

19/TI/29   (Item 3 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

The future of multimedia networking: a user's perspective 1 & 2
   CONFERENCE: Digital audio interchange

19/TI/30   (Item 4 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Multi-user digital audio storage and archiving using data   reduction
   CONFERENCE: Digital audio interchange

19/TI/31   (Item 5 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Networking of personal computers for audio in a broadcasting environment
   CONFERENCE: Digital audio interchange

19/TI/32   (Item 6 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Open Media Framework Interchange
   CONFERENCE: Digital audio interchange

19/TI/33   (Item 7 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Practical networking strategies for audio and control data
  CONFERENCE: Digital audio interchange

 19/TI/34   (Item 8 from file: 65)

High speed networking for professional digital audio
  CONFERENCE: Digital audio interchange

 19/TI/35   (Item 9 from file: 65)

Why network?
  CONFERENCE: Digital audio interchange

 19/TI/36   (Item 10 from file: 65)

Digital transmission via PTT networks
  CONFERENCE: Digital audio interchange

 19/TI/37   (Item 11 from file: 65)

Using ISO-MPEG Layer 3 for high quality music transmission
  CONFERENCE: Digital audio interchange

 19/TI/38   (Item 12 from file: 65)

MADI-based fibre optic studio routing
  CONFERENCE: Digital audio interchange

 19/TI/39   (Item 13 from file: 65)

Practical experience in the design and operation of a digital broadcast system
  CONFERENCE: Digital audio interchange

 19/TI/40   (Item 14 from file: 65)

Handling the AES interface, timing, routing and distribution
  CONFERENCE: Digital audio interchange

 19/TI/41   (Item 15 from file: 65)

Panel Discussion - the view from here
  CONFERENCE: Digital audio interchange

19/TI/42   (Item 16 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Sound storage and interchange on physical media - making the most of computer technology
  CONFERENCE: Digital audio interchange

19/TI/43   (Item 17 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

An overview of computer networks for audio
  CONFERENCE: Digital audio interchange

19/TI/44   (Item 18 from file: 65)
DIALOG(R)File 65:(c) 2005 BLDSC all rts. reserv. All rts. reserv.

Programme interchange in the digital domain - an overview
  CONFERENCE: Digital audio interchange

19/TI/45   (Item 1 from file: 99)
DIALOG(R)File 99:(c) 2005 The HW Wilson Co. All rts. reserv.

Information systems play a critical role in CIM success

19/TI/46   (Item 2 from file: 99)
DIALOG(R)File 99:(c) 2005 The HW Wilson Co. All rts. reserv.

Call our agent for the best deal in town

19/TI/47   (Item 1 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Oil and gas web procurement site
  US: WELLBID OIL AND GAS PROCUREMENT WEB SITE

19/TI/48   (Item 2 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

 Online   auction   portal from GHL
  MALAYSIA: GHL SET UP **ON** - **LINE   AUCTION   PORTAL**

19/TI/49   (Item 3 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Regulations on fresh produce to be enforced
  MALAYSIA: FAMA ROLLS OUT E-COMMERCE FACILITIES

19/TI/50   (Item 4 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Korea, Mexico agree on telecom cooperation

SOUTH KOREA/MEXICO: DEVELOP TELECOM TECHNOLOGY

19/TI/51   (Item 5 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

EDI GIVES ON-LINE TRAING A BOOST
  SINGAPORE: JOINT DEAL OF CONTROL AND SINGTEL

19/TI/52   (Item 6 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Countrywide gears up
  UK: EDI COMMERCIAL BROKER LINK INTRODUCED

19/TI/53   (Item 7 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Household systems lagging behind
  UK: EDI PROCESS NEEDS TO BE SIMPLIFIED FOR BROKERS

19/TI/54   (Item 8 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Tanker brokers to test quoting network
  WORLD: PILOT TEST FOR NEW TANKER QUOTING SYSTEM

19/TI/55   (Item 9 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

FAUGERE ET JUTHEAU INTEGRE LE RESEAU D'INFORMATIONS DE MARSH AND MCL\
  FRANCE: FAUGERE TO JOIN DATA PROCESSING NETWORK

19/TI/56   (Item 10 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Go with the flow of EDI
  UK: EDI BENEFITS TO PERSONAL FINANCE INDUSTRY

19/TI/57   (Item 11 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

WHEN BUSINESS TALKS BUSINESS
  UK: ELECTRONIC TRADING PLAN IN INSURANCE

19/TI/58   (Item 12 from file: 583)
DIALOG(R)File 583:(c) 2002 The Gale Group. All rts. reserv.

Seoul, Beijing seek industrial alliance
  SOUTH KOREA: INDUSTRIAL COOPERATION WITH CHINA?

19/TI/59   (Item 13 from file: 583)

Directory transfer and updating
  US - RETIX OFFERS NEW X.400 DIRECTORY SERVICES

 19/TI/60   (Item 14 from file: 583)

Retix forms Email alliances
  US - RETIX ENTERS INTO E-MAIL ALLIANCES

 19/TI/61   (Item 15 from file: 583)

NASD'S SETBACKS EXAMINED
  US - NASD'S SETBACKS EXAMINED

 19/TI/62   (Item 16 from file: 583)

ASLK neemt meerderheidsbelang in beursvennotschap ES-Securities
  BELGIUM - ES-SECURITIES IS MAJORITY ACQUIRED BY ASLK

 19/TI/63   (Item 17 from file: 583)

PORTAL TRADING SYSTEM TO BE CHANGED?
  US - PORTAL TRADING SYSTEM TO BE CHANGED?

 19/TI/64   (Item 18 from file: 583)

JUNK-BOND MARKET TO BE COMPUTERISED
  US - JUNK-BOND MARKET TO BE COMPUTERISED

10/TI/1   (Item 1 from file: 348)
DIALOG(R)File 348:(c) 2005 European Patent Office. All rts. reserv.

Customized catalog with on-line purchases
Kundenspezifischer Katalog mit Onlineerwerben
Catalogue personnalise avec des achats en ligne

10/TI/2   (Item 2 from file: 348)
DIALOG(R)File 348:(c) 2005 European Patent Office. All rts. reserv.

TOTAL ADVERTISEMENT MANAGING SYSTEM USING ADVERTISEMENT PORTFOLIO MODEL
WERBUNGVERWALTUNGSYSTEM DAS EIN WERBUNGPORTFOLIOMODELL VERWENDET
SYSTEME DE GESTION DE PUBLICITE UTILISANT UN MODELE DE PORTEFEUILLE DE
    PUBLICITES

10/TI/3   (Item 3 from file: 348)
DIALOG(R)File 348:(c) 2005 European Patent Office. All rts. reserv.

Auction method and apparatus for electronic commerce
Auktionsmethode und Apparat fur elektronischen Handel
Methode de vente aux encheres et appareil de commerce electronique

10/TI/4   (Item 4 from file: 348)
DIALOG(R)File 348:(c) 2005 European Patent Office. All rts. reserv.

Auction method and apparatus for electronic commerce
Auktionsverfahren und Anordnung fur elektronischen Handel
Procede de vente aux encheres et appareil pour le commerce electronique

10/TI/5   (Item 1 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

COMMODITIES EXCHANGE SYSTEM AND METHOD
SYSTEME ET PROCEDE DE BOURSE DE COMMERCE

10/TI/6   (Item 2 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR ANALYZING AND DISPLAYING SECURITY TRADE TRANSACTIONS
SYSTEME ET PROCEDE D'ANALYSE ET D'AFFICHAGE DE TRANSACTIONS BOURSIERES

10/TI/7   (Item 3 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

LIVE AUCTION USING ELECTRONIC AUCTION PADDLES
VENTE AUX ENCHERES EN DIRECT METTANT EN OEUVRE DES MANETTES DE VENTE AUX
    ENCHERES ELECTRONIQUES

10/TI/8   (Item 4 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

COMPUTERIZED TRADING SYSTEM AND METHOD USEFUL THEREFOR
SYSTEME DE TRANSACTIONS COMMERCIALES INFORMATISE ET PROCEDE UTILISE A CET

EFFET

10/TI/9   (Item 5 from file: 349)

APPARATUS AND METHODS FOR PROVIDING CAREER AND EMPLOYMENT SERVICES
APPAREIL ET PROCEDES DE MISE EN OEUVRE DE SERVICES DE CARRIERE ET D'EMPLOI

10/TI/10   (Item 6 from file: 349)

DIGITAL OPTIONS HAVING DEMAND-BASED, ADJUSTABLE RETURNS, AND TRADING
**   EXCHANGE THEREFOR**
OPTIONS NUMERIQUES COMPORTANT DES RETOURS AJUSTABLES A BASE DE DEMANDE ET
**   BOURSE D'ECHANGE A CET EFFET**

10/TI/11   (Item 7 from file: 349)

EXTENDED WEB ENABLED MULTI-FEATURED BUSINESS TO BUSINESS COMPUTER SYSTEM
**   FOR RENTAL VEHICLE SERVICES**
SYSTEME INFORMATIQUE ETENDU ENTRE ENTREPRISES, A FONCTIONS MULTIPLES,
**   FONCTIONNANT SUR LE WEB, POUR DES SERVICES DE LOCATION DE VEHICULES**

10/TI/12   (Item 8 from file: 349)

TRANSFER OF ASSET OWNERSHIP USING A PROBABILISTIC MODEL
TRANSFERT DE LA PROPRIETE D'UN BIEN AU MOYEN D'UN MODELE PROBABILISTE

10/TI/13   (Item 9 from file: 349)

MATCH ENGINE FOR MATCHING PROFILES
MOTEUR DE COMPARAISON PERMETTANT L'APPARIEMENT DE PROFILS

10/TI/14   (Item 10 from file: 349)

AGGREGATION OF ON-LINE AUCTION LISTING AND MARKET DATA FOR USE TO INCREASE
**   LIKELY REVENUES FROM AUCTION LISTINGS**
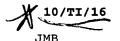**REGROUPEMENT D'INSCRIPTION AUX ENCHERES EN LIGNE ET DE DONNEES DE MARCHE EN**
**   VUE D'AUGMENTER LES RECETTES PROBABLES DECOULANT D'INSCRIPTIONS AUX**
**   D'ENCHERES**

10/TI/15   (Item 11 from file: 349)

AUTOMATED PAYMENT SYSTEM
SYSTEME AUTOMATISE DE PAIEMENT

10/TI/16   (Item 12 from file: 349)

JMB   Date: 23-Sep-05

SYSTEM AND METHOD FOR SOURCING, PURCHASING AND ANALYSIS ACROSS MULTIPLE
    COMMERCIAL MARKETPLACE
SYSTEME ET PROCEDE DE SOURCAGE, D'ACHAT ET D'ANALYSE SUR DES MARCHES
    COMMERCIAUX MULTIPLES

 10/TI/17   (Item 13 from file: 349)

INTERACTIVE BUSINESS MATCHING AND PROMOTION
ETABLISSEMENT DE CORRESPONDANCES POUR DES TRANSACTIONS COMMERCIALES
    INTERACTIVES ET PROMOTION DE CELLES-CI

 10/TI/18   (Item 14 from file: 349)

A SYSTEM AND METHOD FOR THE VERIFICATION OF CUSTOMER INFORMATION ENTERED
    VIA AN INTERNET BASED ORDER ENTRY SYSTEM
SYSTEME ET PROCEDE DE VERIFICATION D'INFORMATIONS CLIENTS ENTREES PAR
    L'INTERMEDIAIRE D'UN SYSTEME D'ENTREE DE COMMANDES FONCTIONNANT SUR
    INTERNET

 10/TI/19   (Item 15 from file: 349)

COMMODITY BROKERAGE SYSTEM AND METHOD
SYSTEME ET PROCEDE DE COURTAGE EN MARCHANDISES

 10/TI/20   (Item 16 from file: 349)

METHOD AND SYSTEM FOR INITIATING AND CLEARING TRADES
PROCEDE ET SYSTEME DESTINES A LANCER ET A COMPENSER DES ECHANGES

 10/TI/21   (Item 17 from file: 349)

METHOD AND APPARATUS FOR CONDUCTING A BIDDING SESSION
PROCEDE ET DISPOSITIF PERMETTANT DE CONDUIRE UNE SESSION D'ENCHERES

 10/TI/22   (Item 18 from file: 349)

SYSTEM AND METHOD FOR MULTI-VARIABLE AUCTIONS
SYSTEME ET PROCEDE D'ENCHERES A VARIABLES MULTIPLES

 10/TI/23   (Item 19 from file: 349)

SYSTEM AND METHOD FOR IMPLEMENTING ELECTRONIC MARKETS
SYSTEME ET PROCEDE DE MISE EN OEUVRE DE MARCHES ELECTRONIQUES

10/TI/24   (Item 20 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**METHOD AND SYSTEM FOR HARVESTING FEEDBACK ON ITEMS FROM USERS OF A
    NETWORK-BASED TRANSACTION FACILITY
PROCEDE ET SYSTEME DE RECOLTE DE REACTIONS ET COMMENTAIRES CONCERNANT DE
    MULTIPLES ARTICLES AUPRES D'UTILISATEURS D'UNE INSTALLATION DE
    TRANSACTION FONCTIONNANT EN RESEAU**

10/TI/25   (Item 21 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**BIDDING PROCESS
PROCESSUS D'APPEL D'OFFRES**

10/TI/26   (Item 22 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SYSTEM AND METHOD FOR LOCATING AND DISPLAYING WEB-BASED PRODUCT OFFERINGS
SYSTEME ET PROCEDE POUR LA LOCALISATION ET LA PRESENTATION D'OFFRES DE
    PRODUITS ACCESSIBLES SUR INTERNET**

10/TI/27   (Item 23 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**INTERNET-BASED ELECTRONIC PHARMACEUTICAL TRANSACTIONS METHOD
PROCEDE DE TRANSACTIONS PHARMACEUTIQUES ELECTRONIQUES SUR INTERNET**

10/TI/28   (Item 24 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**METHOD, SYSTEM AND APPARATUS FOR ELECTRONIC FACE-TO-FACE BUSINESS AND
    RETAIL BROKERAGE
PROCEDE, SYSTEME ET APPAREIL DE COURTAGE ELECTRONIQUE FACE A FACE POUR
    AFFAIRES OU VENTE AU DETAIL**

10/TI/29   (Item 25 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SCHEDULING AND PLANNING BEFORE AND PROACTIVE MANAGEMENT DURING MAINTENANCE
    AND SERVICE IN A NETWORK-BASED SUPPLY CHAIN ENVIRONMENT
PROGRAMMATION ET PLANIFICATION ANTICIPEE, ET GESTION PROACTIVE AU COURS DE
    LA MAINTENANCE ET DE L'ENTRETIEN D'UN ENVIRONNEMENT DU TYPE CHAINE
    D'APPROVISIONNEMENT RESEAUTEE**

10/TI/30   (Item 26 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SYSTEM AND METHOD OF AGGREGATE ELECTRONIC TRANSACTIONS WITH MULTIPLE
    SOURCES
SYSTEME ET PROCEDE D'AGREGATION DE TRANSACTIONS ELECTRONIQUES A SOURCES
    MULTIPLES**

10/TI/31   (Item 27 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SYSTEM AND METHOD FOR THE STORAGE AND ACCESS OF ELECTRONIC DATA IN A
    WEB-BASED COMPUTER SYSTEM**
**SYSTEME ET PROCEDE PERMETTANT DE STOCKER DES DONNEES ELECTRONIQUES ET D'Y
    ACCEDER DANS UN SYSTEME INFORMATIQUE FONCTIONNANT SUR LE WEB**

10/TI/32   (Item 28 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

ELECTRONIC MALLS AND AUCTIONS BASED ON ADAPTIVE TRADE SPECIFICATIONS
**GALERIE MARCHANDE ET VENTE AUX ENCHERES ELECTRONIQUES BASEES SUR DES
    SPECIFICATIONS COMMERCIALES ADAPTATIVES**

10/TI/33   (Item 29 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM AND METHOD FOR PROVIDING A PREVIEW MARKETING NETWORK
**SYSTEME ET PROCEDE DESTINE A ALIMENTER UN RESEAU COMMERCIAL A
    PREVISUALISATIONS**

10/TI/34   (Item 30 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

METHOD AND SYSTEM FOR CONDUCTING AN INVERSE AUCTION
PROCEDE ET SYSTEME POUR CONDUIRE UNE VENTE AUX ENCHERES DEGRESSIVES

10/TI/35   (Item 31 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

**SYSTEM AND METHOD FOR PURCHASE AND SALE OF TRANSPORTATION ASSETS VIA A
    GLOBAL COMPUTER NETWORK**
**SYSTEME ET TECHNIQUE D'ACHAT ET DE VENTE DE BIENS ET DE SERVICE VIA UN
    RESEAU INFORMATIQUE MONDIAL**

10/TI/36   (Item 32 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

USER INTERFACE FOR SEMI-FUNGIBLE TRADING
INTERFACE UTILISATEUR POUR ECHANGES SEMI-FONGIBLES

10/TI/37   (Item 33 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

SYSTEM, APPARATUS AND METHOD FOR A COMPUTER-IMPLEMENTABLE TRADING EXCHANGE
**SYSTEME, APPAREIL ET PROCEDE DESTINES AUX ECHANGES COMMERCIAUX ASSISTES PAR
    ORDINATEUR**

10/TI/38   (Item 34 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

METHOD AND SYSTEM FOR INTEGRATING TRANSACTION MECHANISMS OVER MULTIPLE INTERNET SITES
METHODE ET SYSTEME PERMETTANT D'INTEGRER DES MECANISMES DE TRANSACTION SUR PLUSIEURS SITES INTERNET

10/TI/39   (Item 35 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

AUTOMATED CREDIT CARD PAYMENT SYSTEM
SYSTEME DE PAIEMENT AUTOMATISE POUR CARTES DE CREDIT

10/TI/40   (Item 36 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

CUSTOMIZABLE BIDIRECTIONAL EDI TRANSLATION SYSTEM
SYSTEME PERSONNALISE ET BI-DIRECTIONNEL DE TRADUCTION D'ECHANGES DE DONNEES ELECTRONIQUES

10/TI/41   (Item 37 from file: 349)
DIALOG(R)File 349:(c) 2005 WIPO/Univentio. All rts. reserv.

VALUE ADDED NETWORK WITH MULTIPLE ACCESS METHODOLOGY
RESEAU A VALEUR AJOUTEE A METHODE D'ACCES MULTIPLES

et	Items	Description
S1	2054922	SEARCH? OR QUERY? OR QUERIE? ? OR RETRIEV? OR COMPAR? OR M-ONITOR? OR ACCESS? OR TRACK? OR SUMMARI? OR AGGREGATE? ? OR A-GGREGATING
S2	122635	AUCTION? OR MULTIAUCTION OR MULTI()AUCTION OR TRADING OR M-ATCHING OR BIDDING
S3	1471981	MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROUS? OR P-LURAL?
S4	167317	S1(5N)S3
S5	594	S4(5N)S2
S6	417043	BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -OR SHOPPER? OR USER?
S7	187	S5(S)S6
S8	927135	ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -OR GOODS OR SERVICE? ?
S9	61	S7(S)S8
S10	41	S9 AND IC=G06F-017?

File 348:EUROPEAN PATENTS 1978-2005/Sep W02
        (c) 2005 European Patent Office
File 349:PCT FULLTEXT 1979-2005/UB=20050922,UT=20050915
        (c) 2005 WIPO/Univentio

10/3,K/3   (Item 3 from file: 348)
DIALOG(R)File 348:EUROPEAN PATENTS
(c) 2005 European Patent Office. All rts. reserv.

01258951
Auction method and apparatus for electronic commerce
Auktionsmethode und Apparat fur elektronischen Handel
Methode de vente aux encheres et appareil de commerce electronique
PATENT ASSIGNEE:
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PATENT (CC, No, Kind, Date): EP 1085445 A1 010321 (Basic)
APPLICATION (CC, No, Date): EP 99307307 990915;
DESIGNATED STATES: DE; FR; GB
EXTENDED DESIGNATED STATES: AL; LT; LV; MK; RO; SI
INTERNATIONAL PATENT CLASS: **G06F-017/60**
ABSTRACT WORD COUNT: 135
NOTE:
  Figure number on first page: 7

LANGUAGE (Publication,Procedural,Application): English; English; English
FULLTEXT AVAILABILITY:
Available Text   Language   Update   Word Count
      CLAIMS A   (English)   200112   917
      SPEC A   (English)   200112   8231
Total word count - document A   9148
Total word count - document B   0
Total word count - documents A + B   9148

INTERNATIONAL PATENT CLASS: **G06F-017/60**

...ABSTRACT A1
   An electronic trading entity (400) comprises a computing device having
   a processor, memory, **user** interface, and communications functionality,
   the computer entity comprising an algorithm (700) for **monitoring** a
   plurality of **auction** entities remotely over the internet; a algorithm
   (701) for calculating bids and for purchase of **goods** / **services** with a
   plurality of auction entities; an algorithm (702) for selecting
   individual auction entities with which to trade; a web browser (506) to
   allow a **user** to search for auction entities and add these to a stored
   list of entities at...
...entity, or place offers with the object of obtaining the highest overall
   monetary figures for **goods** or **services** for sale by the trading
   entity.

...SPECIFICATION plurality of website browsers supported by one or more
   computing entities to communicate with the **plurality** of **auctions** , and
   must visually **monitor** each separate **auction** site simultaneously. Such
   a system is possible, using conventional technology, but is inelegant,
   requiring several **items** of computing equipment by the **user** , and
   requiring manual **monitoring** and interaction of **several** **auction**
   sites at once. The prior art bidding elf can only make bids in one
   auction...701, an auction selection algorithm 702, and a URL store 703.
   Web browser 506 may **monitor** one or a **plurality** of **auction** entities

under control of monitoring and trading algorithm 700. Monitoring and
trading algorithm 700 interacts...

...with auction selection algorithm 702 for selecting auction entities
having the best prices for selected **goods** or **services** . URL store 703
stores URL addresses of selected auction entities which are referred to
by the auction selection algorithm 702 and monitoring and trading
algorithm 700. **User** interface 502 communicates with web browser 506,
and monitoring and trading algorithm 700, so that a human **user** of the
trading device can monitor and participate in trades carried out by the
monitoring...a plurality N of pre-selected auction entities, which have
previously been selected by the **user** , and which are selling the **goods**
or **services** of interest to the **user** . In step 803, the trading device
monitors the current highest bids b in each of the **plurality** of N
auctions monitored . This results in a **plurality** of bids b1i)); .....
bN)), being the current highest bid operating in each of the N...

...that is to say that there is a same lowest active bid price for the
goods or **services** in more than one auction, then the algorithm selects
from these the auction having the...

...bi)) + (delta) with the price limit above which all bids must be
referred to the **user** PREF.)) If the bid bi)) + (delta) is below the
referral limit PREF)), in step 811...

...delta) is above the limit PREF)) above which all bids must be referred
to the **user** , in step 812, the algorithm compares the bid bi)) + (delta)
with the absolute maximum price limit PMAX)) set by the **user** to see if
it is below PMAX)). If the calculated bid exceeds PMAX)) then the...

...maximum upper price limit PMAX)), in step 814, the algorithm refers the
bid to the **user** for authorization. If the **user** authorizes the bid in
step 815, then the bid bi)) + (delta) is placed in the selected auction
in step 816 and returns to monitoring step 802. However, if the **user**
does not authorize the bid, or rejects the bid bi)) + (delta) then in
step 817...referral of price occurs back to the user. In step 904, each
one of the **plurality** of N **auctions** are continuously **monitored** to
check the current active bid prices, where the active bid price is the
highest bid price currently operating by any **bidder** in that individual
auction. In general, the current active bid price in each of the...
instructed to sell items does not refer back to the user. In step 1503,
the **trading** device **monitors** the **plurality** of N **auctions** , by
parsing data from the websites operated by those auction entities, the
data describing the quantity, and offer price for **goods** or **services**
of the type specified in step 1500. Auction entities may be selected on
the basis of reliability, settlement terms, delivery terms, and trading
history. In the best mode implementation, a **user** will personally select
the plurality of N auction entities from which the price calculation
algorithm...the algorithm of Fig. 16 may dynamically and continuously
loop back to step 1601 further **monitoring** the **plurality** of N
auctions , reviewing any offers which have not yet been accepted. If an
offer is accepted, then...
...auction entity. Payment and delivery may occur by conventional means,
for example physically shipping the **goods** , and making a credit card
transaction, or electronic funds transfer by conventional means. In the
best mode implementation described herein, settlement of trades may be
delegated to a human **user** for actual implementation.

10/3,K/5   (Item 1 from file: 349)

01158334   **Image available**
COMMODITIES EXCHANGE SYSTEM AND METHOD
SYSTEME ET PROCEDE DE BOURSE DE COMMERCE
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    all designated states except: US)
Patent Applicant/Inventor:
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  MASON David John, C/- Bernays Brown, Level 22, 127 Creek Street,
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  D'ALMEIDA Murray Howard, C/- Bernays Brown, Level 22, 127 Creek Street,
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    for: US)
Legal Representative:
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    Brisbane, Queensland 4001, AU,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200481826 A1 20040923 (WO 0481826)
  Application: WO 2004AU293 20040310 (PCT/WO AU04000293)
  Priority Application: AU 2003901080 20030310
Designated States:
(All protection types applied unless otherwise stated – for applications
2004+)
  AE AG AL AM AT AU AZ BA BB BG BR BW BY BZ CA CH CN CO CR CU CZ DE DK DM
  DZ EC EE EG ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC
  LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NA NI NO NZ OM PG PH PL PT RO
  RU SC SD SE SG SK SL SY TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PL PT RO
  SE SI SK TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) BW GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 8922

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
.... and cut costs.

    State of the art technology has been implemented to an extent in
    commodities trading , which has resulted in **various** Internet

accessible
commodities   auction sites. However, existing **commodities** auction
sites do not execute trades and the current models for operating Internet
based **commodities** exchanges fail because there are no clearing and
·settlement methods. As with conventional financial instrument exchanges,
sellers need to be guaranteed payment and, of particular importance with
commodities , buyers need to be guaranteed delivery of the contracted
or purchased **commodity** at the right time.·

Hence, there is clearly a need for a system and/or...

10/3,K/8   (Item 4 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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01059097   **Image available**
COMPUTERIZED TRADING SYSTEM AND METHOD USEFUL THEREFOR
SYSTEME   DE   TRANSACTIONS COMMERCIALES INFORMATISE ET PROCEDE UTILISE A CET
    EFFET
Patent Applicant/Inventor:
  ARAZI Matan, 12646 Montana Avenuee, #8, Los Angeles, CA 90049, US, US
    (Residence), IL (Nationality)
  SETTON Guy, 54A Tudor Close, London, NW3 4AG, GB, GB (Residence), IL
    (Nationality)
Legal Representative:
  SANFORD T Colb & Co (et al) (agent), P.O Box 2273, 76122 Rehovot, IL,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200387974 A2-A3 20031023 (WO 0387974)
  Application: WO 2003IL296 20030408 (PCT/WO IL03000296)
  Priority Application: US 2002371454 20020409
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CO CR CU CZ DE DK DM DZ
  EC EE ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR
  LS LT LU LV MA MD MG MK MN MW MX MZ NI NO NZ OM PH PL PT RO RU SC SD SE
  SG SK SL TJ TM TN TR TT TZ UA UG US UZ VC VN YU ZA ZM ZW
  (EP) AT BE BG CH CY CZ DE DK EE ES FI FR GB GR HU IE IT LU MC NL PT RO SE
  SI SK TR
  (OA) BF BJ CF CG CI CM GA GN GQ GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZM ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 29975

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Claims

Claim
... ·the raw candidate scores.
  Step 2062 computes the raw, non-normalized, scores by applying the
  " **user** " and "management" weightings to the candidates' parameters using
  the values referenced in Table XXX, as...

...considered in order to reflect important factors such as the current
  position of a particular **product** . In step 2065, the results are sorted
  in order from highest to lowest.

Reference is...

...determination of the maximum and minimum parameter values is done by
searching through the list **item** by **item** and checking if its parameter
values are beyond the maximum values determined to that point...

...the details of this step. In step 2093, the parameter value is processed
with the **user** and management values. The process is shown in Fig. 24.
In step 2094, branching occurs...

...formula uses the values of the parameter, the previously determined
minimum and maximum and the **user** weighting. This initial result is
subsequently used in a formula along with the management weightings...
which recommendation is the most appropriate. Such conditions include the
current position for a given **product** and its current market price.
Step 2140 reads the stock levels for the selected. Step 2141 reads the
future need for **products** that must be satisfied. As seen in step 2142,
the stock Table XIV contains information for the current quantity on hand
of **various** **products** . A **query** against the **matching** **Product** II)
returns all pertinent stock levels. Step 2143 enumerates
all transactions in Table I that match the selected **Product** ED and
whose
TransactionStatus field is set to 0 or 1.
Step 2144 reads the...

...seen in step 2145, the market price database stores information on
current prices for various **products** . Table VIII nominally stores this
information, which is queried by a lookup against the ProdMarketPrice...

...be updated by a Trading system operator.
Step 2146 determines the past quantities of a **product** that were
involved
in transactions. This gives usefal information regarding what quantities
could be reasonable...

...TranED field.
Step 2148 determines the past prices that have been paid for a given
 product . This can be a helpful guideline to determine reasonable prices
for future transactions.
Reference is...

...price chain builder 3000 optionally facilitates the
creation of price chains for transactions, should the **user** or other
calling process elect to do so. In step 3002, the **user** , or other
calling process, indicates if the pricing chain logic should be applied
to the...

...sorted and displayed. As seen in step 3021, the price chains that match
the selected **Product** ED and **Product** Group 11) are retrieved from
Table XVII.
Step 3022 branches based on whether any suitable...

...03 5, updates to the chain are -received from an external source, such
as a **user** interface, This data is then written to the TransactionII),
PricingChainStatus, ProdGrpID, ProdED, ProdQty, UOM
ID...

...3036, optionally, the updated information may be read
from an external input, such as a **user** interface. In step 3 03 7, all
processors linked to the new chain are loaded...

...notification request to the notification handler 4000. The notification
  request preferably notifies a role or **user** that it is time to update
  this processor's data. Step 3098 returns the result...

10/3,K/13   (Item 9 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
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00893409   **Image available**
MATCH ENGINE FOR MATCHING PROFILES
MOTEUR DE COMPARAISON PERMETTANT L'APPARIEMENT DE PROFILS
Patent Applicant/Assignee:
  BROKERSERVER COM, 4th Floor, 1750 Tysons Boulevard, McLean, VA 22102, US,
    US (Residence), US (Nationality), (For all designated states except:
    US)
Patent Applicant/Inventor:
  STEFFENSEN Peter Berg, 13172 Marcey Creek Road, Herndon, VA 20171, US, US
    (Residence), DK (Nationality), (Designated only for: US)
  PRINDAHL Poul, 13154 Marcey Creek Road, Herndon, VA 20171, US, US
    (Residence), DK (Nationality), (Designated only for: US)
  NIELSEN Morten, 13164 Marcey Creek Road, Herndon, VA 20171, US, US
    (Residence), DK (Nationality), (Designated only for: US)
Legal Representative:
  STEWART David L (et al) (agent), McDermott, Will & Emery, 600 13th
    Street, N.W., Washington, DC 20005-3096, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200227550 A1 20020404 (WO 0227550)
  Application: WO 2000US26202 20000925 (PCT/WO US0026202)
  Priority Application: WO 2000US26202 20000925
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CZ DE DK DM DZ EE ES
  FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KR KZ LC LK LR LS LT LU LV
  MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM TR TT
  TZ UA UG US UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 10163

Main International Patent Class: **G06F-017/30**
Fulltext Availability:
  Detailed Description

Detailed Description
... engine 16 is accessible by an end user through a user interface 10.
  The end **user** normally provides keywords or search terms into the search
  engine 16 through **user** interface 10. The **user** interface 10 can be
  coupled to search engine 16 through a network connection, such as the
  Internet. This aspect allows a search engine 16 to **service** a plurality
  of computer users with efficiency. Some search engines, such as "spiders"
  or "bots...

...index the fall text of documents. The search engine 16, upon a request

from the **user** interface IO, will search the database for documents
containing keywords input by a computer **user** . The search engine 16 will
then output to the **user** interface 10 information about documents found
in the database 18 **matching** in **various** degrees to the input **query** .
The search engine 16 may sort the documents found in the database
according to the relationship between the keywords input from the **user**
interface with the keywords stored in the database. The frequency of
keywords in a document...

...18 may be considered by the search engine 16 in formulating a response
to a **user** query.

There are several shortcomings of search engines. Often an end user will
input keywords...

10/3,K/16   (Item 12 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00866284
**SYSTEM AND METHOD FOR SOURCING, PURCHASING AND ANALYSIS ACROSS MULTIPLE
COMMERCIAL MARKETPLACE**
**SYSTEME ET PROCEDE DE SOURCAGE, D'ACHAT ET D'ANALYSE SUR DES MARCHES
COMMERCIAUX MULTIPLES**
Patent Applicant/Assignee:
  COMMERCESCOUT INC, 1900 Quail Street, Newport Beach, CA 92660, US, US
    (Residence), US (Nationality)
Legal Representative:
  CARTE Norman E (agent), Stradling Yocca Carlson & Rauth, IP Department,
    Suite 1600, 660 Newport Center Drive, P.O.Box 7680, Newport Beach, CA
    92660-6441, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200199003 A1 20011227 (WO 0199003)
  Application: WO 2001US19287 20010615 (PCT/WO US0119287)
  Priority Application: US 2000212330 20000616; US 2001883102 20010615
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
  TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 14298

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
  ... also termed an active content engine (ACE), 'logs into' the specific
    digital marketplaces as the **user** and perfonns multi-parametric,
    multi-criteria searches, accessing real-time **product** information from
    aggregated supplier catalog, emarket, auction and electronic exchange

listings (digital marketplaces). A task...

...tracking component suitably performs scheduled multi-parametric,
multi-criteria searches that execute periodically throughout a **user**
defined time horizon. The tracking component looks for selected **products**
 based on specification, price, quantity and availability criteria
selected by a **user** . Once found, the tracking component either
affirmatively alerts the **user** , or invokes an automatic, purchase using
authorization information contained in a **user** profile database file.

7
A watching task-based functional component is implemented as a monitoring
...

 10/3,K/22   (Item 18 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00843143
SYSTEM AND METHOD FOR MULTI-VARIABLE AUCTIONS
SYSTEME ET PROCEDE D'ENCHERES A VARIABLES MULTIPLES
Patent Applicant/Assignee:
  DIRECTPLACEMENT COM INC, Suite 540, 3655 Nobel Drive, San Diego, CA 92122
     , US, US (Residence), US (Nationality)
Inventor(s):
  OVERSTREET Brian M, 556 Arenas Street, La Jolla, CA 92037, US,
  KYLE Robert F, 26490-B Paseo Del Mar, San Juan Capistrano, CA 92675, US,
  WHITE Howard S, 6885 Paseo Laredo, La Jolla, CA 92037, US,
Legal Representative:
  HUNT Dale C (agent), Knobbe, Martens, Olson & Bear, LLP, 16th Floor, 620
     Newport Center Drive, Newport Beach, CA 92660, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200175740 A2 20011011 (WO 0175740)
  Application: WO 2001US10568 20010330 (PCT/WO US0110568)
  Priority Application: US 2000540923 20000331; US 2000539853 20000331
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY BZ CA CH CN CR CU
  CZ CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ
  EE EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL
  IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO
  NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG
  UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 10097

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Claims

Claim
... the item for sale comprises a consumer durable.

24 An auction system for multi-variable **items** , comprising:
a multi-variable auction database stored in a data storage device and
being configured...

...a plurality of variable values and a plurality of possible response
values associated with each **item** ; and a multi-variable auction program
executing on a computer, wherein the program is configured to manipulate
the multi-variable **auction** database and to allow selective **access** to
a **plurality** of **bidders** .

25 An **auction** system for auctioning a financial instrument to a
plurality of selected bidders, the
online auction...

10/3,K/26   (Item 22 from file: 349)
DIALOG(R)File 349:PCT FULLTEXT
(c) 2005 WIPO/Univentio. All rts. reserv.

00813248   **Image available**
SYSTEM AND METHOD FOR LOCATING AND DISPLAYING WEB-BASED PRODUCT OFFERINGS
SYSTEME ET PROCEDE POUR LA LOCALISATION ET LA PRESENTATION D'OFFRES DE
  PRODUITS ACCESSIBLES SUR INTERNET
Patent Applicant/Assignee:
  AMAZON COM INC, 1200 12th Avenue South, Suite 1200, Seattle, WA 98144, US
    , US (Residence), US (Nationality)
Inventor(s):
  BAILEY David R, 3065 N.E. 178th Street, Lake Forest Park, WA 98155, US,
  FELDMAN Todd J, 6355 Beach Drive S.W., Seattle, WA 98136, US,
  RAJARAMAN Anand, 601 39th Avenue E., Seattle, WA 98112, US,
  FORD James L, 2119 104th Place S.E., Bellevue, WA 98004, US,
  SCOFIELD Christopher L, 2557 25th Avenue E., Seattle, WA 98112, US,
  BOWMAN Dwayne E, 14244 214th Way N.E., Woodinville, WA 98072, US,
  ORTEGA Ruben E, 7019 24th Avenue N.E., Seattle, WA 98115, US,
Legal Representative:
  ALTMAN Daniel E (agent), Knobbe, Martens, Olson and Bear, LLP, 620
    Newport Center Drive, 16th Floor, Newport Beach, CA 92660, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200146870 A1 20010628 (WO 0146870)
  Application: WO 2000US42645 20001207 (PCT/WO US0042645)
  Priority Application: US 99169570 19991208; US 2000528127 20000317; US
    2000528138 20000317
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AT (utility model) AU AZ BA BB BG BR BY BZ CA CH CN CR CU
  CZ CZ (utility model) DE DE (utility model) DK DK (utility model) DM DZ
  EE EE (utility model) ES FI FI (utility model) GB GD GE GH GM HR HU ID IL
  IN IS JP KE KG KP KR KZ LC LK LR LS LT LU LV MA MD MG MK MN MW MX MZ NO
  NZ PL PT RO RU SD SE SG SI SK SK (utility model) SL TJ TM TR TT TZ UA UG
  UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE TR
  (OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
  (AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
  (EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 16684

Main International Patent Class: **G06F-017/30**

International Patent Class: **G06F-017/60** ...
Fulltext Availability:
 Detailed Description

Detailed Description
... of the use of boosters for the four-term search query given above.

   Table V
   Item : **Matching**   **Item** -Term Popularity **Multiple** Term **Item** - **Query**
   Popularity
   Terms: Scores Booster Score
   A Twain 3566 3566
   B Twain 1140 1 .566,666 1,001t332
   Sawyer 192
   26
   C Twain 20 2rOOOrOOO 21000rO40
   Becky 8
   Thatcher 12
   Items A. B, and C in Table V match one, two, and three of the query
   search terms, respectively. Without the use of boosters, **Item** A would
   be prioritized first based upon the large popularity score associated
   with the 'Twain' **Item** A pairing. Each query term, however, is considered
   to add discriminating value for the purpose of locating **items** wanted by
   the **user** . Thus the booster is used to elevate those **items** containing
   more discriminating information (i.e.

   . more query

   10/3,K/30   **(Item 26 from file: 349)**
   DIALOG(R)File 349:PCT FULLTEXT
   (c) 2005 WIPO/Univentio. All rts. reserv.

00799886   **Image available**
**SYSTEM AND METHOD OF AGGREGATE ELECTRONIC TRANSACTIONS WITH MULTIPLE
    SOURCES**
**SYSTEME ET PROCEDE D'AGREGATION DE TRANSACTIONS ELECTRONIQUES A SOURCES
    MULTIPLES**
Patent Applicant/Assignee:
  SINGLESHOP COM, 500 Huntmar Park Drive, Herndon, VA 20170, US, US
    (Residence), US (Nationality)
Inventor(s):
  NEELY Bill Gareth, Apt. #202, 1505 Lincoln Circle, McLean, VA 22102, US,
  BRUCE Michael George Sr, 401 Saylor Way, SW, Leesburg, VA 20175, US,
Legal Representative:
  GATTO James G (et al) (agent), Hunton & Williams, 1900 K Street, N.W.,
    Washington, DC 20006, US,
Patent and Priority Information (Country, Number, Date):
  Patent: WO 200133458 A1 20010510 (WO 0133458)
  Application: WO 2000US29720 20001030 (PCT/WO US0029720)
  Priority Application: US 99162125 19991029; US 99162129 19991029; US
    2000194027 20000403
Designated States:
(Protection type is "patent" unless otherwise stated - for applications
prior to 2004)
  AE AG AL AM AT AU AZ BA BB BG BR BY BZ CA CH CN CR CU CZ DE DK DM DZ EE
  ES FI GB GD GE GH GM HR HU ID IL IN IS JP KE KG KP KR KZ LC LK LR LS LT
  LU LV MA MD MG MK MN MW MX MZ NO NZ PL PT RO RU SD SE SG SI SK SL TJ TM
  TR TT TZ UA UG UZ VN YU ZA ZW
  (EP) AT BE CH CY DE DK ES FI FR GB GR IE IT LU MC NL PT SE

(OA) BF BJ CF CG CI CM GA GN GW ML MR NE SN TD TG
(AP) GH GM KE LS MW MZ SD SL SZ TZ UG ZW
(EA) AM AZ BY KG KZ MD RU TJ TM
Publication Language: English
Filing Language: English
Fulltext Word Count: 23479

Main International Patent Class: **G06F-017/60**
Fulltext Availability:
  Detailed Description

Detailed Description
...   of a method 480 of using a shopping aggregator to identify, compare,
and select an **item** for purchase according to an embodiment of the
invention. In one embodiment, method 480 may...
...400 of Figure 4. In step 481, an offering category may be selected by
the **user** . For example, the **user** may select to shop for books from a
list of available **product** categories. In step 482, the **user** inputs a
offering description. For example, the **user** may input a title, author,
or other information describing a particular book. In step 483, the **user**
 initiates a offering search based upon the input offering description.
For example, a search may be run against a **product** database to locate
products matching the description provided by the **user** . In one
embodiment, the search is submitted to the **product** search engine of a
merchant system to locate one or more **products** **matching** the
description. The **search** may return a **plurality** of **products**
matching the description. In one embodiment, the **user** submits more
complete description of the desired **product** based upon the search
results from the initial search. The search is directed to multiple
merchants carrying the **product** or the **product** category. For example,
a complete author and title may be extracted from a selected **product**
description returned from the search in step 483 and submitted to a
number of merchants available to the shopping aggregator. In step 485,
the **user** views results returned from the source systems queried. For
example, a list of purchase **items** matching the **product** description
may be displayed for each merchant.
1 5 In step 486, the user may...

```
Set       Items    Description
S1     10321671    BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                      OR SHOPPER?
S2     20874426    SPECIFIE? ? OR STATE? ? OR CHOOSES OR DENOTE? ? OR DESIGNA-
                      TE? ? OR INDICATE? ?
S3       362717    S1(5N)S2
S4       110121    S3(10N)(ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR
                      WARES OR GOODS OR SERVICE? ?)
S5     23874889    CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S6         4158    S4(S)S5
S7      5138551    ENTERPRISE? ? OR DEALER? ? OR TRADER? OR SELLER? ? OR VEND-
                      OR? OR MERCHANT? ?
S8       487172    S7(5N)(MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROU-
                      S? OR PLURAL? OR TWO OR 2 OR PAIR OR COUPLE OR (MORE OR GREAT-
                      ER)(1W)(1 OR ONE) OR NUMBER()OF OR DIFFERENT )
S9          215    S6 AND S8
S10          93    S9 NOT PY>1999
S11      306294    AUCTION? OR MULTIAUCTION? OR MULTI()AUCTION?
S12           6    S10 AND S11
File    9:Business & Industry(R) Jul/1994-2005/Sep 22
           (c) 2005  The Gale Group
File 275:Gale Group Computer DB(TM) 1983-2005/Sep 22
           (c) 2005 The Gale Group
File 621:Gale Group New Prod.Annou.(R) 1985-2005/Sep 23
           (c) 2005 The Gale Group
File 636:Gale Group Newsletter DB(TM) 1987-2005/Sep 22
           (c) 2005 The Gale Group
File  16:Gale Group PROMT(R) 1990-2005/Sep 22
           (c) 2005 The Gale Group
File 160:Gale Group PROMT(R) 1972-1989
           (c) 1999 The Gale Group
File 148:Gale Group Trade & Industry DB 1976-2005/Sep 23
           (c)2005 The Gale Group
```

12/3,K/1   (Item 1 from file: 16)
DIALOG(R)File 16:Gale Group PROMT(R)
(c) 2005 The Gale Group. All rts. reserv.

01271703   Supplier Number: 41481971   (USE FORMAT 7 FOR FULLTEXT)
Identifying superalloys in scrap metal
American Metal Market, p10A
August 6, 1990
Language: English   Record Type: Fulltext
Document Type: Magazine/Journal; Tabloid; Trade
Word Count: 1582

...   door.
     Consequently, the process is relatively simple, with very little
technology involved.
     Of the nearly **two** dozen **dealers** who regularly purchase
high-temperature alloy scrap, only about a dozen regularly bid for the...

...to sort the material received by size and shape. "That way, we can group
the **different** alloys ahead of time."
     Another **dealer** indicated that his X-ray analysis was done on a
random sampling basis.
     "Once we...

...all assemblies, no matter how insignificant, to be dismantled.
     The export market has been active. **Several dealers** observed that
the monetary exchange rate was exceedingly favorable for foreign superalloy
consumers. "It seems...

...happen," he said.
     Practically every one of the handful of regular bidders at the DRMS
auctions agreed that military personnel do a good job of describing
superalloy scrap that is generated in the armed **services** .
     Several **bidders indicated** that the **descriptions** were getting
better. "After all," one said, "it isn't the job of the military...

12/3,K/2   (Item 1 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

11208607   SUPPLIER NUMBER: 55238036   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Shopbots.(intelligent robotic agents)
Rudich, Joe
Link-Up, 16, 4, 26(1)
July-August, 1999
ISSN: 0739-988X   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 1027   LINE COUNT: 00089

...   with a list of sites and prices.
     Some analysts divide shopbots into three specific categories. "
Product brokering" shopbots recommend **products** based on past selections
or constraints **specified** by the **buyer** . "Merchant brokering" shopbots
collect price and availability information. "Negotiating" shophots buy,
sell, and bargain with other bots based on user parameters. Many **auction**
sites already serve this function. Users can automate their bidding by
(secretly) setting the highest...

...Canopy posts 90,000 job listings
     MySimon

http://www.mysimon.com
     Features: 12 shopping categories; **2** ,000 **merchant** agents, adding
200 per week; more than 10 million unique products
     Yahoo! Shopping
     http://shopping...

12/3,K/3   (Item 2 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
(c)2005 The Gale Group. All rts. reserv.

11172688   SUPPLIER NUMBER: 55072922   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**The default provisions of revised Article 9 of the Uniform Commercial
  Code.(part 1)**
Zinnecker, Timothy R.
Business Lawyer, 54, 3, 1113(1)
May, 1999
ISSN: 0007-6899   LANGUAGE: English   RECORD TYPE: Fulltext
WORD COUNT: 40371   LINE COUNT: 03308

...   the general public by "sealed bids" has created a private
sale,(244) whereas conducting an **auction** "with reserve" has not.(245)
     To some extent, revised Article 9 codifies existing case law...

...items are the subject of widely disseminated price guides or are
disposed of through dealer **auctions** ."(256) Under this statement, a
"recognized market"--at least as that term is used in...notice in a
consumer-goods transaction "must" include all of the following:(363)(i) a
description of the debtor, the secured party, and the collateral that is
being disposed; the method...

...or the time after which any other disposition is to be made";(364) (ii)
a **description** of the recipient's liability for any deficiency;(365) (iii)
a telephone number from which...of fair dealing"). This new definition
follows the definition of "good faith" as applied to **merchants** under
Article **2** , as incorporated into Article 2A, and as used in revised
Article 3, revised Article 4...sections) 2-706 cmt. 4 (1995) (indicating
that a public sale is "a sale by **auction** " and a private sale "may be
effected by solicitation and negotiation conducted either directly or...

...242.) Most of the "restricted access" cases have involved sales of
vehicles at "dealers only" **auctions** . See, e.g., Solway, 825 F.2d at
1217-18; Chrysler Credit Corp. v. Curley...

...is one to which the public is invited by advertisement to appear and bid
at **auction** for the goods to be sold."); Hogan, supra note 1, at 226
("There is some...supra note 240, (sections) 8.0612)(c), at 8-111 (arguing
that a dealer's **auction** , regularly scheduled and conducted, and where
competitive bidding is present, should be a public sale...

...at 227 ("Furthermore, the term `public sale,' may carry with it the
notion of an **auction** where the price is successively raised through a
series of offers; thus, sealed bids may...
...1133 (Cal. 1998) (holding that disposition of debtor's automobile by
sealed bid at public **auction** was public sale).
     (245.) See Liberty Nat'l Bank v. Greiner, 405 N.E.2d...Power Corp.,
431 So. 2d 226, 228-29 (Fla. Dist. Ct. App. 1983) (ruling that **auction**
value publications listing successful bids at public **auctions** did not
create widely distributed standard price quotations for Caterpillar
tractor). But see Mount Vernon...1995)(respectively). Some of these

warranties are made only if the creditor-lessor is a **merchant** . See id.
(subsections) 2A-211(**2**), 2A-212; cf. Mercedes-Benz Credit Corp. v.
Lotito, 703 A. 2d 288, 292 (NJ...193, 194-95 (Ala. 1988) (holding that
notice stating collateral "will be sold at public **auction** or private
sale" failed to notify debtor of ...by private sale. Therefore, please be
advised that the Collateral will be sold at public **auction** on August 20,
1993."); Society Bank, N.A.v. Cazeault, 613 N.E.2d 1103...

   12/3,K/4   (Item 3 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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08545298   SUPPLIER NUMBER: 18097870   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**State wholesale firms in Russia amid economic reform: changes in management
   and organization.**
Yakovlev, Andrey; Kokorev, Rostislav
International Studies of Management & Organization, v25, n4, p59(18)
Winter, 1995
ISSN: 0020-8825   LANGUAGE: English   RECORD TYPE: Fulltext; Abstract
WORD COUNT: 5815   LINE COUNT: 00491

...   between industrial enterprises - producers and consumers.
State-owned wholesale intermediaries in Russian wholesale markets were
enterprises of **different** ministries and other government bodies: the
Russian Ministry of Trade and Material Resources (MinTorgResours, the...

...operated besides the GosSnab system as departments of industrial
ministries or specialized government bodies (this **type** of enterprises is
not presented in figure 1). In 1992, there was clearly a surplus...

...with a reduction of the wage level. In general, the scale of personnel
reductions in **different** **enterprises** did not correlate with other
indicators of enterprise performance: reduction of cargo turnover, absolute
turnover...but in the absence of any legislation about the trust management
of stock and under **numerous** organizational problems, neither **enterprises**
 nor ministerial servants had taken this "trust management of stock"
seriously.
       Relations with supervisory administrative...

...of the FCS is to get access to bank credits on preferential terms.
     Specialized wholesale **enterprises** are in a **different** situation.
They are closer to the former industrial ministries (all of the 26 surveyed
enterprises them ("Vladimirmetaloptorg") sold a part of their shares at
voucher **auctions** . In contrast, the wholesale enterprises of Moscow and
St. Petersburg, which were interviewed in April...

...was assessed positively, but in a reserved manner by the majority of the
respondents. In **two** **enterprises** , the assessment of privatization was
negative, and in one enterprise the respondents have no clear...

...shareholders who reduce the authority of managing directors.
     Organizational changes
     During the process of privatization, **several** **enterprises** had faced
significant changes. One of the surveyed wholesale intermediaries was
privatized together with its...
...and its "trade center" which operated as a semi-independent department,
and it also absorbed **two** independent **enterprises** in related lines of
business a packing producer and a solid-waste utilization factory. We...

...had lost one of its wholesale trade centers and was unable to acquire
subordinated wholesale **enterprises** . However, this wholesale intermediary
controlled **several** important specialized warehouses and absorbed its
formerly independent data processing center and trade center. In...

...these firms remarked that, during the financial crisis, the issue of
splitting the firm into **several** independent specialized **enterprises** was
raised (in fact, this firm was created by the agglomeration of five
previously independent...behavior of enterprises of each type.
     Market-oriented style
     It should be noted that only **two** among the surveyed **enterprises**
were identified as "market-oriented." In both cases, they were
intermediates with considerable storage facilities...

...AgroSnab affiliated companies.
     * Efforts to attract new clients (home-delivery service, participation
in fairs and **auctions**). One of the enterprise intended to differentiate
its trade margins and to offer preferential terms...
...and a negative attitude towards private business.
     The enterprises classified as "conservative" varied in size. **Two**
enterprises were large (turnover of over Rb. 1.5 billion) and one was
small (turnover of...behavior and inertia were prevalent among former
GosSnab wholesale-trade enterprises. The number of these **enterprises**
corresponds to **two** -thirds of the total sample. These enterprises cannot
be sure of their prosperity in the...

   12/3,K/5   (Item 4 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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04794558   SUPPLIER NUMBER: 09320407   (USE FORMAT 7 OR 9 FOR FULL TEXT)
Identifying superalloys in scrap metal. (Superalloys Supplement)
Meschter, Elwood
American Metal Market, v98, n152, p10A(2)
August 6, 1990
ISSN: 0002-9998   LANGUAGE: ENGLISH   RECORD TYPE: FULLTEXT
WORD COUNT: 1707   LINE COUNT: 00133

   ...   door.
     Consequently, the process is relatively simple, with very little
technology involved.
     Of the nearly **two** dozen **dealers** who regularly purchase
high-temperature alloy scrap, only about a dozen regularly bid for the...

...to sort the material received by size and shape. "That way, we can group
the **different** alloys ahead of time."
     Another **dealer** indicated that his X-ray analysis was done on a
random sampling basis.
     "Once we...

...all assemblies, no matter how insignificant, to be dismantled.
     The export market has been active. **Several dealers** observed that
the monetary exchange rate was exceedingly favorable for foreign superalloy
consumers. "It seems...

...happen," he said.
     Practically every one of the handful of regular bidders at the DRMS
auctions agreed that military personnel do a good job of describing
superalloy scrap that is generated in the armed services.

Several bidders indicated that the **descriptions** were getting better. "After all," one said, "it isn't the job of the military...

12/3,K/6   (Item 5 from file: 148)
DIALOG(R)File 148:Gale Group Trade & Industry DB
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02475038   SUPPLIER NUMBER: 03888377   (USE FORMAT 7 OR 9 FOR FULL TEXT)
**Personal planner. (lump sum pension payments, tax saving tips, buying
  antiques)**
Financial World, v154, p35(4)
Aug 7, 1985
CODEN: FIWOA   ISSN: 0015-2064   LANGUAGE: ENGLISH   RECORD TYPE:
  FULLTEXT
WORD COUNT: 3761   LINE COUNT: 00276

...   before Jan. 1. In any case, Congress may have the final word.
      Buying antiques at **auction**
      Why are so many private individuals buying antiques at **auction**
today? People have discovered that they can buy antiques at **auction** for
less than half the price that dealers charge. Collectors, for their part,
can afford...

...late-Georgian emerald ring for less than $400. Shortly afterward, a
well-known antique jewelry **dealer** featured a similar ring for $ **2** ,400.
This price difference is quite large, but by no means very rare. It is
quite common to see a dealer buy a piece at **auction** and place it in his
window a week or two later at double or triple...
...very tempting savings. How should novices begin? The best way for new
collectors to gain **auction** catalogues and comparing the estimated prices
with the actual prices realized.
      New collectors will soon learn that every **auction** house has its own
style of calculating estimates. Among the major New York houses, for...

...tend to use a more realistic estimate.
      What else can a beginner learn from an **auction** catalogue? The
'Terms and Conditions of Sale' portion of the catalogue is the most
important part of it--far more important than the description of the items
being **auctioned** . In effect, it's a legal contract that sets forth the
responsibility and limits to liability of the **auction** house.
      Beware of the catalogue that is a simple printed list of items with
no warranty. Buyers at such **auctions** have no legal protection whatsoever.
Reputable **auction** houses, while selling items 'as is' and making it clear
that potential buyers should inspect the merchandise, stand behind a
warranty that protects buyers from misrepresentation: If an **item** is found
to difder from its catalogue **description** , within a **state** time period
the **buyer** can get a full refund.
      What can out-of-towners do if they can't...about 80% of the time, as
do the many American dealers who bid at European **auctions** . Condition
reports state whether jewelry or furniture has been repaired and whether
the repairs were...

...pieces on the last day of viewing--often the morning of an afternoon or
evening **auction** . Since the pieces may have been handled by hundreds of
people during the presale viewing...

...want to collect.
      How should they place a bid if they can't attend the **auction** ? When
leaving a bid, they can ask the specialists: 'How realistic is your

estimate? Is...

...at that price or less. The only wild card is that someone bidding at the **auction** and determined to get that piece may run up the bidding to $2,000 or...

...should people who are planning to bid in person do? Start by getting to the **auction** early, even if their lot won't come up for another hour. Getting there early lets your sense the mood of the audience and the way the **auctioneer** works. Bidding may be sluggish or brisk. **Auctioneers** use different phrases to indicate the end of bidding. Spotters may be alert, or bidders...

ABSTRACT: Electronic shopping systems offer new horizons in vendor
marketing, customer convenience, and overall market efficiencies.
Information networks can gather thousands of vendors and millions of
customers into an information-rich marketplace that serves both their

perspectives. Unfortunately, existing electronic shopping systems provide
a vendor-customer dialectic that offers low product differentiation and
comparability. This limits market efficiency and results in negative
experiences for both vendors and customers. A functional architecture is
proposed for a new generation of electronic shopping infrastructures to
dramatically improve vendor representation and customer navigation. This
design reshapes the vendor-customer dialectic by providing higher levels of
both product differentiation and comparability. A prototype implementation
of the architecture is described.

TEXT: The Promise of Electronic Shopping and the Vendor/Customer Dialectic

ELECTRONIC SHOPPING NETWORKS OFFER TREMENDOUS PROMISE for altering the way
we do business. The concept can be envisioned as an on-line hypermart that
combines features of the Yellow Pages and the Sears catalog [11]. In
theory, electronic shopping can provide an expanded marketplace with
enhanced functionality that improves the market experience for both sellers
and shoppers. In practice, the electronic shopping experience seems to fall
short of the promise. Sellers find it difficult to distinguish their
products, which shoppers have an even harder time finding. We examine the
nature and requirements of electronic shopping and propose an architecture
to address identified limitations of existing systems.

Our desire is to support the basic needs of product differentiation and
comparison in electronic shopping systems and thereby improve the
vendor/customer dialectic. To accomplish this, we propose a definition of a
functional architecture that provides increased product information,
improved vendor semantic representation, advanced consumer navigation, and
specific product comparison functionality. Vendors are offered the ability
to create electronic shopping environments with the same structural and
information richness of physical stores, and customers are offered the
ability to navigate, select, and compare products with functions analogous
to querying salespersons and reading Consumer Reports. The basic problem is
how to increase the flexibility of venders to create unique product spaces,
while at the same time increasing shoppers' ability to compare these

dissimilar product information structures and descriptions.

The idea of shopping aver computerized networks certainly suggests many potential advantages. These networks can span geographical space and create markets where literally thousands of businesses offer millions of products to billions of consumers. The technology available can provide not only text but also video, sound, and even perhaps the virtual reality experience of using a product. Beyond larger markets and multimedia information, electronic shopping can provide improved market fUnctionality. Vendors should be able to narrow-cast their advertising, providing each consumer as much information as he or she can absorb. At the same time, consumers can have new control over their focus of attention, perhaps even employing daemons or shopping agents to find just the right product. When compared with traditional shopping, the electronic marketplace offers a huge search space coupled with low search and transaction costs. This can provide much broader market opportunities for both vendors and consumers compared with shopping in stores or catalogs.

These advantages of electronic shopping have the potential to reshape the relationship between vendors, who want to sell products, and customers, who want to buy them. This relationship can be examined as a dialectic, a contradiction between two forces that determines their interaction. Electronic shopping (and shopping in general) can be viewed in the context of a balance between the vendors' interest in product differentiation and the consumers' interest in product comparability [1, 13]. In some perspectives these two interests are seen in opposition, with differentiation reducing comparability. ideally though, electronic shopping networks provide the possibility of a win/win situation for vendors and consumers. With multimedia and high information content, vendors can provide graphic distinction to each of their product offerings. And with computer support for handling large amounts of information, consumers should be able to compare hundreds of products and find just the one they want. Electronic shopping should be able to support high product differentiation combined with high comparability.

Regrettably, the history of electronic shopping is one of limited interfaces and navigation, where the promise of major shifts in marketing and consumer behavior goes unfulfilled. Early examples of electronic shopping include European videotext and teletext systems [4, 12, 19]. These systems typically provide menu browsing of primarily textual descriptions of products and services. Customers in these systems are limited by the inability to display more than one advertisement at a time, and by the lack of functions to compare products and their attributes [17, 18]. In more recent years large American computer networks have been offering a second generation of electronic commerce, including Compuserve's "Electronic Mall" and the IBM/Sears service Prodigy. While many systems have come and gone, electronic shopping is basically characterized by limited user engagement and menu navigation of text [3, 7, 9]. These limitations result in baroque architectures where customers bounce up and down in navigational confusion through very simplistic yet complicated menu structures.

As a result of this information-starved environment, existing electronic shopping systems are highly restricted in both product differentiation and comparability. With vendors limited to textual information and with no standardized data structures, the resulting product descriptions are so simple that all products seem very much alike. And while the vendors' product differentiation is limited, the consumer's ability to shop these product offerings is perhaps even worse. The limited product information reduces consumer ability to evaluate individual products, and without standardized product attributes it is difficult to compare multiple

advertisements. Beyond the limitations of information content, there is also little functional support for locating products and comparing them. Despite the promise of computer technology, there is almost no computer assistance for consumers' actual shopping activities.

Additional restrictions of the dialectic are sometimes designed into systems. When vendors cannot effectively communicate the unique nature of their product, product comparison is often limited to price alone. In these situations the vendors and system operators have an incentive to make comparison even more difficult than can be accounted for by technical limitations alone. Under pressure from vendors (and seeking to attract new vendors) system operators may, for example, artificially restrict price comparison. This effect is demonstrated in the history of on-line airline reservation systems. The product (flight) descriptions provided little information content and structure to differentiate one airline and its flights from another. So, to avoid excessive price shopping, it has been made purposefully difficult to compare prices. The customer must navigate up and down a menu structure, viewing schedules, then limitations, then fares, then schedules, then fares, and so on. Because of these restrictions, some travel agents designed shopping programs that provide the comparison on their own systems, to reliably ferret out bargains that the airlines are reluctant to publicize too widely [6].

Underlying the descriptive and functional limitations of existing electronic shopping systems are more fundamental issues of knowledge representation. In these systems knowledge is generally limited to static structures with no ability to incorporate object behavior in the data definitions. Though each vendor may have a different product structure, no meta-knowledge is provided about these structures. The user must employ exhaustive traversal to locate and compare products, with no ability to manipulate multiple objects or to generate custom views. The underlying technical limitations in these systems create an ineffective vendor/customer dialectic, where both parties suffer restricted functionality and inability to accomplish their market goals.

Recent developments in technology and business would seem to offer another round of promises for improved markets. There has been a great deal of development activity surrounding new Internet shopping applications based on World Wide Web viewers such as Mosaic. These systems offer a large potential increase in product descriptive fUnctionality. Shoppers employing Mosaic can be treated to multilevel hypertext product descriptions with sound, graphic, and video viewers. In addition, the http protocol is being enhanced to support forms, transactions, and security. On the surface, added information and functionality would seem to benefit the vendor/customer dialectic. However, examination of these new Internet shopping systems reveals that while they can provide additional richness of information, they continue and exacerbate the restricted dialectic. These systems offer little information structuring support and the shopper has no shopping support. It seems to be even more difficult to navigate these systems and more difficult to compare products (i.e., to "shop"), resulting in lower product comparability and a tilt toward vendors in the dialectic.

In existing systems vendors are either limited to predefined product categories or provided no structural support at all. At the same time, shoppers receive little support either for navigating and locating products or for comparing products once found. It does not have to be this way. We suggest that differentiation and comparability, and the goals of vendor marketing and consumer shopping, are not necessarily in opposition. There can be a win/win in the dialectic. The following sections define the perceived system requirements and describe the proposed solution and a

prototype implementation. Finally we draw some conclusions and suggest future extensions of this research.

Design Requirements

PROVIDING AN INFRASTRUCTURE TO IMPROVE THE DESIGN of electronic markets requires addressing requirements on both the functional and structural levels. Functional improvements must be made in information content, presentation, and navigation. Structural improvements are needed to provide richer and more flexible forms of representation and organizational semantics. These improvements should be provided in a way that balances the information biases and seemingly opposite interests of venders and customers. Traditional data models, languages, and manipulations are built on tightly uniform data structures. In contrast, electronic shopping requires a flexible structure to accommodate vendors' varied descriptions of their respective products, while letting consumers access this information in ways that support comparison of products.

Perhaps the most salient representational aspect of electronic shopping is that of product organization or structures. The traditional store and catalog organization of products into departments or groups provides a form of product knowledge that supports both marketing and shopping activities. A challenge in any knowledge-based system design is to embody the appropriate amount of native application domain artifacts and structure. We assume that electronic shopping requirements incorporate much of the same organizational character as manual shopping and our design is based on supporting a form of "departmental" product organization.

A traditional centralized methodology might approach the design in a top-down fashion, imposing a specific product organization. This philosophy can be seen in many existing systems. Often where there is structure, it is imposed by the system and based on vendor categorization only, with no attempt at attribute standardization. Our approach is more a bottom-up design. We focus on attribute standardization and improved navigation support. We leave the vendors freedom to design their own internal structures and we concentrate on providing support for lightly coupling these structures for cross navigation. The problem to be addressed is how to support and navigate the multiple heterogeneous vendor structures.

Even in monolithic product structures navigation is difficult. The large number of products available in electronic shopping systems, coupled with the granularity of consumers' shopping preferences, means that a consumer's product search may yield several hundred product alternatives, or there may be no items that meet their search criteria. These are the surplus and shortage problems of electronic markets described by Lee and Widmeyer [11]. Their research proposes a semantic hierarchy of products coupled with preference elicitation guided navigation. Users express preferences about product attributes, which guides navigation of the semantic net.

This approach has two pragmatic limitations that we address here. First, it assumes that consumers have well-formulated preferences and understand them. It is often, however, by the act of shopping itself that one formulates an understanding of the relevant attributes of a product and what one's preferences are [2]. Second, the Lee and Widmeyer approach was predicated on a single generic product hierarchy. Shopping centers and malls are composed of multiple vendors, each of which offers its own organizational semantic of departments and products. These individual store representations are important ways in which stores differentiate their offerings, in addition to the product descriptions. Similarly, electronic shopping environments should support multiple heterogeneous organizational

representations (i.e., several vendors), and at the same time must support customer navigation and shopping in this complex environment.

To provide flexibility in both the product descriptions and the product organization coupled with consumer navigation requirements, mechanisms are needed that allow the manipulation and comparison of different data structures while preserving the content and flexibility of the underlying data. For each product type, vendors are likely to provide some similar and comparable information (e.g., price, size, quantity). However, they also are likely to want to provide information that is peculiar or unique to their specific product (i.e., attributes that provide for differentiation). To further complicate the system design, some information is likely to be in unique complex data types, such as video sequences. This requires the architecture to provide flexibility in record descriptions and structure for multiple vendors, while maintaining comparability of common attributes and structural navigability for the consumer at the level of the user interface.

There is a considerable body of work in the areas of heterogeneous databases, multi-databases; and federated databases, with regard to both representation and navigation. Much of this work concentrates on the utilization of universal relations, canonical indexes, and schema normalization, among other methodologies [10, 15, 16]. While these research areas provide considerable insight, there are some peculiarities about the application domain of electronic shopping that lead us to consider additional approaches.

First, in a shopping system, each leaf node (product offering) of a different (or same) vendor, while perhaps offering the same product, constitutes a different object or record, not different aspects of the same object. The same model VCR offered in two different locations constitutes two separate offerings/data objects, each within its own distinct product hierarchy. There is a need to emphasize separate object identity. This contrasts with many heterogeneous database applications that emphasize universal relations or canonical indices to normalize different node instances of objects across member databases.

A second important distinction between the focus of these approaches and our design approach is the accessibility of the structures of specific databases. In using a universal relation approach, heterogeneous database system interfaces may purposefully mask the different underlying semantics of member databases to provide the user with a single uniform representation. In electronic shopping, however, it is the differences in these underlying semantics that are most important for representing vendors' product hierarchies, organizational semantics, and marketing thrust.

Our design goal is to support differentiation between product descriptions and individual store hierarchies, while providing mechanisms for locating similar products. We direct our approach toward a highly individualized object identity and an emphasis on semantic freedom for each contributing vendor. These individual vendor databases would be separately maintained and require a lesser degree of management overhead by system administrators than otherwise. Beyond improving the dialectic of vendors and consumer in electronic shopping, the approach used here may be useful in other federated database applications where there is no inherent object unification and where preserving unique semantics and accessing similar objects is important.

This object approach provides an underlying data structure that inherently

supports hypermedia navigation of large complex product spaces. A single department store or catalog may contain 10,000 products in as many as 500 identifiable subdepartments or product groupings. Electronic shopping systems offer the additional complexity of large numbers of vendors combined with a potential for multiple viewer-dependent product organizations for each store. Consumers in such an environment require navigation support that reduces the information traversal necessary to locate a product, and that mitigates the potential for "getting lost in hyperspace" or disorientation. Generic hypermedia navigation enhancements, such as browsers or fisheye views, can be brought to bear on this issue [5], but future electronic shopping systems will be exceedingly large and complex. While it is desirable to support browsing for casual shoppers, customers with identified shopping requirements, should not be required to perform exhaustive traversal of the various store organizations. Search mechanisms should be provided specifically for shopping behavior and should support locating and comparing products in electronic shopping environments.

We have selected an object-oriented design approach based on frames. We have incorporated a mechanism (generic hierarchy search) for finding objects based on the identification of specific examples of product types. Having located these examples, the user can acquire similar products and link the respective vendor structures through a "virtual department." To support comparability, we provide a low-level standardization of vender optional attributes. The system supports flexibility at the structural level and provides some basic fUnctions for product comparability.

This design is operationalized in two ways: one, the description of the functional architecture itself, and two, the implementation of that architecture in a shell prototype called InterShop. The prototype shell program allows the design and specification of individual examples of electronic shopping and particular market requirements. The following section describes the specific design features of our architecture for electronic shopping infrastructures. This architecture is built on a set-hierarchy knowledge representation coupled with a hypermedia interface which we believe addresses the limitations in the existing vendor/customer dialectic of electronic shopping.

Electronic Shopping Architecture

THE ARCHITECTURAL APPROACH OF INTERSHOP IS TO IMPROVE the differentiation and comparability dialectic by focusing on knowledge representation and user navigation. The design utilizes a knowledge representation scheme that presents vendors with a flexible structure for organizing products. The structure incorporates open object definitions and the specification of optional standardized attributes. In addition to vendor flexibility, the approach makes possible the easy navigation and useful comparison of normally noncomparable data.

The key element of this knowledge representation is the structural organization of products. In "manual shopping" environments (stores, catalogs, etc.) vendors are free to create their own specialized product/department organizations. In a similar fashion, each vendor in InterShop is free to create a unique structure for organizing products. The paradigm adopted is a departmental hierarchy with each department containing either other departments or individual products. With these department and product objects the vendor can create a structure of arbitrary design (including multiple views or different organizations). The emphasis is on a user- (vendor-) driven structure, as opposed to relying on a database/system administrator with centralized control over structural

design. This contrasts with many existing electronic shopping systems whose rigid structures or centralized control lead to considerable delay in, and/or highly restricted, vendor ability to update product organization and information.

Product descriptions are stored in a set hierarchy employing an IsIn relation. In practice this IsIn relation is similar in function to ISA and AKO relations, in that it implies inclusion. The logical difference is that there is no attribute criterial basis for the IsIn operator. Department stores are seldom structured on completely consistent product attribute semantics. Their organization is instead a combination of opportunistic associations that may incorporate various product associations at different logical levels. This organizational freedom has utility for the marketing of a store and its products [8, 14]. Products are often grouped to promote purchasing behavior (e.g., clocks with lamps) as opposed to grouping by shared attributes. To denote this difference we specifically employ the IsIn link to indicate the kind of department/subdepartment inclusion found in actual department stores.
The store department hierarchies and individual advertisements in InterShop are composed of two types of frame objects, Department and Product, each of which can contain both Standard Attributes and Custom Attributes. The main entrance to the shopping system or Mall is the root node, Products are leaf nodes, and intermediate objects are Departments. Minimal inheritance is employed to support generalized store/departmental features or policies (e.g., payment terms, shipping).

Each object may contain multimedia data (text, pictures, sound, etc.) that can be used to provide intricate descriptions of products, including graphs and charts of product features, animations of products in use, and visual representation of less tangible features. In this way the vendor is freed to describe products in information structures as rich as those found in any other advertising medium. However, the addition of multimedia information affects the issue of comparability by making the underlying data structures significantly more complicated.

InterShop supports data comparability and design flexibility by combining standardized and nonstandardized attributes within the department/product hierarchy. An alternative would be to make the complex product description data more comparable by enforcing standardized product descriptions. However, the use of mandatory standard product descriptions would severely limit the differentiation available to vendors. Instead, we address data complexity through an object-oriented application of combined standardized and nonstandardized attributes. In InterShop, attribute comparison is supported via a generalized class structure of standardized attributes available for use by the vendors. Common attributes rice, weight, etc.) can be represented and maintained as similar (and comparable) data types. The specification for these standard attribute types (price, etc.) is distributed by the network administrator. The use of the standardized attributes is not mandatory, but where they are used, they add to product comparability without requiring a rigid structure.

Vendors are also free to attach unique attribute types to specific instances of products. For custom attributes, the vendor specifies the display methods for these objects and the particular semantics of each data type. Comparability and efficiency of these custom attributes could be further increased by network support for a class structure of generic display methods (e.g., viewers) that can be applied to custom attributes where appropriate. In each case, the vendor specifies the semantic value of attributes and how their product attributes respond to queries from the customers.

The use of optional standardized attributes is combined with the department/product hierarchy to provide a flexible structure where vendors have organizational and descriptive freedom for their product offerings. Through this strategy, vendors are allowed almost complete freedom to utilize multimedia information in product descriptions, while at the same time consumers are provided significant product comparability without having to be aware of the data type specifications of each attribute. The individual data elements and their links (relationships) a diagrammed in figure 1. (Fig. 1 omitted)

This department/product hierarchy is of course just one possible structural model for electronic shopping systems. Furthermore, the information presentation, or user interface, does not necessarily need to be coupled to the underlying knowledge representation. However, in InterShop we have chosen to link information representation and presentation closely. The set hierarchic architecture utilized supports most of the structural characteristics of "real-world" shopping environments such as physical stores and catalog shopping. In addition, the object/relation structure used for the product/department information is amenable to a hypermedia interaction model. In our design shoppers utilize a hypermedia node/arc navigation model based on the underlying structural data provided by vendors.
The InterShop architecture, and the prototype implementation, provides for two methods each for both shopper navigation and product comparison. Navigation is provided via browsing and search, and comparison is provided via viewing individual product descriptions and building comparison tables of product information. To support product browsing, the user is essentially provided a class browser to navigate the store hierarchies. This type of navigation primarily occurs top-down, with the user entering the system/mall at the top-level view or mall entrance, and navigating the complete department/product hierarchy. While this form of exhaustive traversal does have some of the disadvantages previously mentioned, "just browsing" is a very common shopping activity and is a requirement that is accommodated in the InterShop design.

At the top-level view is an icon for each store in the Electronic Mall. Below that are subwindows for each department and subdepartment of each store. At the lowest level a department contains icons for each product. Selecting these product icons opens up the individual product advertisement, with both its standard and custom attributes. Multiple store hierarchies can be navigated and displayed at the same time. This design intuitively parallels traditional physical store layout and product catalog design, and also supports the use of multiple views of the same vendor data. Figure 2 shows a composite conceptual representation of the browsing functionality inherent in the data model and developed in the prototype implementation. (Fig. 2 omitted) Note that the names of stores used here, and the data used in the prototype and its screen dumps, come from actual retailers and their catalogs (i.e., "Best Products" indicates a retail vendor and not a collection of products considered to be "best" by the system or user).

While browsing is useful, shoppers often have at least a partial idea of what they are looking for and would prefer to search specifically for those items that meet some specified criteria. InterShop's standardized attributes make object comparison easier but they do not directly address locating or searching for objects. One mechanism to locate specific items would be to use a string search, but that is too dependent on the specific naming and matching of individual items. Another mechanism is a comprehensive product hierarchy, but, as discussed, we have not chosen this

because of its maintenance requirements and its limitations to flexibility. In InterShop the desire is to support consumer navigation of dynamic vendor-defined structures by providing a mechanism that locates specific product examples in the vendor structures. In the proposed architectural model, the user is offered a lightweight generic hierarchy for individual product categories. As implemented, this hierarchy is used only to find some examples of the desired product and does not need to be comprehensive. This design offers high flexibility and low maintenance requirements while it is extensible over large distributed networks. In the prototype, this hierarchy is based on the system designers' understanding of general product classifications, but in the long run the automatic generation of this product hierarchy represents an interesting additional research issue.

After selecting a product category, the user is offered a menu listing all standard attributes that apply to the selected products. This provides a mechanism for informing the shopper about which features are to be considered in purchasing this product. Then, for each attribute selected, the shopper is offered a submenu detailing the set of values that exist for that attribute. In this way the user needs to have very little information about product characteristics to be able to engage in a search. Figure 3 provides a conceptual illustration of this interface. (Fig. 3 omitted) The user in this example has selected a product category (the highlighted node) and is presented with the attribute menu. From this menu the user selected three attributes and select values from a submenu for each attribute. This multi-menu approach provides the user with menu-based prompting for search criteria based on the actual contents of the underlying database. In this way the user avoids the naming problem and does not have to be apriori knowledgeable about the range of attributes or features available for a product type.
Thus, we have provided in the architecture for both general browsing and the ability to search for individual products and product types. These searches can take place across all offerings, without being limited by vendor structure or dependent on vendor description. To provide for product comparison, the architecture supports two mechanisms: (1) by simultaneously viewing multiple individual product descriptions; and (2) by building a set of objects for viewing in a comparison tool (in our example, a spreadsheet).

Often, consumers desire to compare a few individual products. To provide this side-by-side comparison, the design specifies that multiple individual product specifications should be viewable on the screen at the same time. To provide for more formalized comparisons spanning large numbers of alternatives, the architecture offers a mechanism for selecting objects and attributes to compare on the basis of the relative availability of attribute information among the selected items. This supports comparing the selected product items in any external tool that accepts formatted data streams. To do this, the user selects the items to compare and is then offered a menu that controls which attributes are used in the comparison. These attributes are divided into four categories: (1) standard attributes for which all objects under consideration have the same value, (2) standard attributes that all of the objects have, but for which there are different values, (3) standard attributes that not all objects have, and (4) custom attributes.

The user may then select a combination of these specific attributes to be brought into the comparison table. The design supports the export of data to various external routines and the use of those external routines to support refinement of the shoppers' search criteria. In the InterShop prototype the comparison function is provided by exporting the data to an Excel spreadsheet. This external data analysis serves as an analog for

other types of external analysis tools to which data can be exported, including the preference elicitation mechanism employed by Lee and Widmeyer.

The multi-menu system is useful for selecting objects but an additional mechanism is needed to navigate into vendors' department structures. To support advanced aspects of both user navigation and product comparability, we have developed the concept of a Virtual Department. The Virtual Department consists of a customer specific department or subwindow into which product icons may be collected, programmatically or manually. This provides a compact visual representation of a shopper's selection set of products that provides both conceptual and functional advantages. The Virtual Department concept is useful for bringing several products together, close at hand, without having to include other extraneous products in the view. That is, the products selected are those that meet the shopper's specific criteria, and other items are ignored. Beyond this, the Virtual Department serves as a foundation for comparison, both viewing the objects represented there, and generating comparison structures (tables) of the selected products.

At a basic level this mechanism can complement a shopper's short-term memory limitations by collecting items during a shopping excursion for subsequent examination. Objects are placed in the Virtual Department by one of two methods--by hand or from the Generic Product Hierarchy. By hand, the shopper simply copies the product icon to the Virtual Department window. Alternatively, the shopper can utilize the Multi-Menu attributes mechanism and specific attribute criteria to select products via the Generic Product Hierarchy for inclusion in the Virtual Department.

Given the shopper's ability to locate products and to assemble them in the Virtual Department, further discovery of product alternatives is supported by utilizing local navigation. From each item in the Virtual Department the shopper can jump to that item's parent department in its respective store hierarchy. From there the shopper can examine other related products, or begin to averse the store department hierarchy from the bottom up. Figure 4 illustrates the concept of local navigation from the Virtual Department. (Fig. 4 omitted) Based on a search via Generic Product Hierarchy and Multi-Menu attribute selection, the shopper has collected several products in the Virtual Department. From here the shopper can "pop" back to each item's parent department, and from there traverse the individual store hierarchies. This fUnctionality provides for a form of product discovery (based on proximity in the vendor' s product scheme) from a bottom-up navigation perspective as opposed to more exhaustive top-down traversal.

Prototype Implementation

TO VALIDATE BOTH THE PROPOSED DESIGN METHODOLOGY AND OUR BELIEFS about the vendor/customer dialectic, the architecture has been implemented in a prototype called InterShop. This system provides the functionality described in the architectural design and demonstrates that functionality across a sample database. The prototype is implemented as a shell system that allows the creation and use of various sample electronic shopping infrastructures. The shell includes an iconic language for representing and navigating product offerings of multiple vendors that utilizes both standard and custom attributes and multimedia data types.

This prototype provides the specified design features (flexible structure, multimedia, etc.) to support enhanced navigation and increased product differentiation and product comparability. It was built as an extension to the graphical shell tool, CASE/EDI, developed by Lee [11]. The underlying

logic is expressed in LPA Prolog and the hardware environment is Apple Macintosh.

Several features that would be desirable in an operational system were not implemented in the prototype. Multimedia data are represented as scanned-image still pictures, which in the prototype serve as substitutes for other multimedia data, including sound and video sequences. Some enhancements such as scalable icons were not implemented. However, all of the desired fUnctionality was achieved with both browsing and search navigation, and individual advertisement and table comparisons implemented. The program hooks used for scanned images can provide connection to other multimedia data types. The Virtual Department concept is demonstrated, and shoppers can either copy products into it or select items based on searching the generic product hierarchy.

In Browsing, the shopper is offered an entry window, with icons for each vendor. From this menu the shopper can navigate each store's respective departments. Multiple stores may be displayed and navigated simultaneously. At the lowest level there are individual product icons. Each store subwindow and the product icons are tagged with the vendor's name to aid in on-screen identification and navigation. Figure 5 shows a screen display from the prototype depicting hierarchical browsing and the Virtual Department. (Figure 5 omitted) At the top center of the screen is the entrance to the Retail Electronics area of the Mall. Cascading to the lower left and right of this window are department windows for two stores (Best Products and Service Merchandise). The actual departments containing data on VCRs are located at the bottom left and right of the screen. At the bottom center of the screen is a Virtual Department window containing icons for a total of five items selected from the two stores. Note that the product categorization for the two stores is different in structure and naming (e.g., Best Products has three levels and Service Merchandise has four levels).

For search functionality the lightweight Generic Product Hierarchy is provided. From here the shopper can select a general product category and then is offered an overall selection criteria menu and value selection

submenus for each selected attribute criterion. The result of this menu-based dialog can then be propagated into the Virtual Department. Figure 6 shows a screen dump from the prototype which includes the Generic Product Hierarchy (left side of screen) for VCRs, the selected subcategory of "mono 4-head" (bottom left window), the selection criteria menu (center top), and the attribute value submenus (manufacturer, timer, cable compatibility, and on-screen programming--right side of screen). (Figure 6 omitted) The result of this search is displayed in the Virtual Department subwindow (center of screen).

Direct viewing of advertisements is the primary method for examining information on individual products and for comparing multiple products. Multiple advertisements may be viewed simultaneously. Figure 7 shows a screen dump from the prototype with departments from three stores (Sears, Service Merchandise, and Best Products), a Virtual Department containing six selected products, and at the bottom of the screen, advertisements displayed for two individual products. (Figure 7 omitted) (Note that the actual product graphics are 24-bit color. The graphic quality of the screen dumps in this document is reduced.) The highlighted text in the product description window at the bottom left indicates an embedded hypertext link.

The prototype includes provision for generating comparison tables to analyze multiple product offerings. From the Virtual Department the shopper

is offered a Select Report Attributes Menu that includes reference to all available product attributes. "Identicals" are attributes for which all products under consideration have the same value. "Full Comparables" are attributes that are possessed by all of the products under consideration but for which the individual products have different values. "Partial Comparables" are attributes that are not shared by all products under consideration, and "Special Features" includes all noncomparable unique attributes. Figure 8 shows the prototype screen after having generated an external Excel comparison report. (Figure 8 omitted) On each side of the screen are departments from two stores. In the center top is the Virtual Department with items selected from each store. Below the Virtual Department is the Select Report Attributes menu, and below that is the Excel spreadsheet containing the attributes requested for the selected items. At the bottom right of the screen is the intermediate data file InterShop uses to provide information to the external application. Nonstandard text-oriented attributes would also be exported if the Show Special Features box was checked.

To validate the functional utilization of the design and the prototype implementation, the shell was used to represent the actual data on departments and subdepartments of five stores with complete product data for videocassette recorders. The representation language of the InterShop prototype was sufficient for representing all of the required product data elements and vendor organization structures. The authors performed several sample navigations illustrating the full range of browsing and search navigation and of individual advertisement and table comparisons. Finally, it was demonstrated how a user might discover an unknown product alternative based on local navigation from the Virtual Department. For this demonstration the user is seeking a VCR that satisfies certain criteria. A general category is selected from the Generic Product Hierarchy and then individual items are selected based on specified shopping criteria. From this the user expands the selection set to include items that match those found by gathering all products with UPC codes that match the selection set. From here the shopper decides to explore the vendors' individual related departments. It is at this point that our shopper discovers a combination television/VCR that would really be a more interesting purchase. One of the most significant advantages of the proposed architecture is that specific criteria-based search is supported, without requiring exhaustive traversal. This also supports product exploration and the discovery of related interesting alternatives based on the vendors' product department structures.

Conclusion and Future Work

WITH RESPECT TO THE APPLICATION PROBLEM DOMAIN, the research contribution is an improved paradigm for the design of electronic markets. Our belief is that the current trends in systems are toward increasing differentiation for the vendor (in http/Internet applications) and more difficult navigation and less comparability for consumers. Adoption of our paradigm, and the functionality it offers, may substantially shift the balance of power in electronic markets to a more equitable position between vendor and consumer interests. This system approach substantially improves the information-processing capabilities of consumers in electronic shopping systems and can more effectively represent the vendor's message. At the same time, vendors are offered maximal flexibility in product description and organization in conjunction with a design that supports a distributed, decentralized model.

Specifically, this research offers substantial improvements in the design of electronic shopping systems to promote comparison and contrast between

product offerings while preserving or enhancing product differentiation. This is accomplished via a design methodology that incorporates multimedia data types and provides specific programmatic fUnctions for improved product representation and improved electronic shopping. This solution to electronic shopping system design provides a significant conceptual contribution that may extend beyond the problem domain. Addressing the required application fUnctionality requires the development of a method for manipulating and comparing dissimilar, or semicomparable, data structures in a way that allows comparison on similar attributes but preserves access to unique attributes and data types.

While in theory a universal relation across all attributes is possible, this is rejected as both unwieldy and unamenable to multimedia information and the real-world applications requirements. Instead, an approach is developed that analyzes the available objects and their attributes and builds comparisons on relevant common attributes and represents more unique attributes as additional information, all of this with the appropriate presentation information for the type of data. In use, this may result in a reduced number of attributes or individual objects taken into any given comparison, but it allows increased information to be available via the flexible structures and unique data elements.

An additional general contribution is InterShop's utilization of both frame-based system design and an object-oriented approach to hypermedia systems. Hypermedia/multimedia information systems offer complexities in both the internal representation, or storage, of information, and the external representation, or presentation, of information. The approach utilized here offers flexible design coupled with appropriate automatic presentation of varied information types. In addition, the general problem of hypermedia navigation is addressed. The use of user-definable views and common comparison of shared structural elements provides ways of abstracting information in a meaningful way beyond maps, or view-slicing algorithms. Presentation of information is coupled with its usability and applicability to the problem at hand. The InterShop design could be applied to other areas where the underlying data are organized in dynamic, decentralized, multiple heterogeneous information spaces.

Beyond these results, there are longer-term directions for research. In the InterShop prototype a simple generic product hierarchy is used to begin the search dialog between the shopper and the system. Selection of some product category from the hierarchy then leads to a menu to select values to search for from among the available product attributes. in the prototype this hierarchy is instantiated by the authors, based on experience with the product domain. This could be accomplished by a network administrator. Though this would delay the entry or coupling of new product offerings as the data are received and entered, the shopper can still discover these items because of their likely proximity to other items for that vendor.

The hierarchies do evolve over time. During the course of this research the information as to whether a VCR was a four-head or two-head model moved from being a product attribute in the vendor's catalog descriptions, to being a primary product category or subdepartment. Another area of evolution is how new categories of products are synthesized from intersections among other product types. This phenomenon complicates the task of a system administrator in maintaining a generic product hierarchy. Not only are new items constantly added but the categorization schema mutates over time.

To address item maintenance and the changing categorization semantics, it is desirable that the changing nature of generic product categories be automatically reflected in the categorization schema without the need for

extensive hand linking or reclassification by a network administrator. It would likely be useful if the vendors could directly contribute to the evolution of this schema and the assignment of their products, but the question of how to recognize new categories is difficult. Should individual vendors be allowed to directly create a new category in the generic hierarchy? How the generic product hierarchies might be more automatically maintained and what significance this mechanism would represent for the market itself is of research interest. There are at least implicit incentives for the vendors to support an orderly evolution of product hierarchies. This can have a limiting effect on the range of product categorization used by the various vendors. Most vendors are likely to categorize most products somewhat similarly, to aid in attracting/informing customers. Some amount of change provides for product differentiation but the individual vendor is not likely to deviate drastically from the area of general consensus about product categorizations. One example of a generalized product categorization schema is the telephone Yellow Pages. Here complaints are often heard about how antiquated the phone companies' categories can be. One way of creating these generic hierarchies would be to monitor he underlying product database entered by the vendors, not allowing them to specifically create generic categories, but reflecting their actions in the generic classification. A form of polling or voting across vendor actions could determine the generic categories (e.g., a category exists if there is a critical mass of similarity between the contents of several different vendors' specific departments).

Beyond the addition and refinement of system features and functionality, the prototype can be used to empirically examine various forms of product organization and representation and the behavioral aspects of different vendor and consumer system interactions. In addition, the design presented here can provide insight and contribution to other areas where the navigation of multiple heterogeneous information structures is inherent. There are several potential areas for empirical evaluation available from usability of the interface to testing of some of the assumptions. On the development side, we are incorporating the basic InterShop engine into an http environment.

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intelligence to business, especially "logic modeling," the use of formal
logic representations for management science applications. Current projects
involve the use of logic modeling to represent and manage formal business
communications systems focusing on electronic commerce and governmental
bureaucracies.

```
Set      Items    Description
S1       653232   AUCTION? OR MULTIAUCTION OR MULTI()AUCTION OR EXCHANGE OR -
                  INTERCHANGE OR TRADING OR MATCHING OR BIDDING
S2       1683888  AGGREGATOR? ? OR ENGINE? OR BOT OR BOTS OR ROBOT? ? OR AGE-
                  NT? ? OR SPIDER? ? OR CRAWLER? ? OR PORTAL? ?
S3       2392191  MULTIPL? OR MULTI OR SEVERAL OR VARIOUS? OR NUMEROUS? OR P-
                  LURAL?
S4       1615973  ELECTRONIC OR ONLINE OR ON()LINE OR INTERNET OR CYBER OR V-
                  IRTUAL OR DIGITAL? OR (COMMUNICATION OR DISTRIBUTED)()(NETWOR-
                  K? OR SYSTEM?)
S5          701   S3(S)S1(S)S4(S)S2
S6          293   S5 NOT PY>1999
S7          288   RD (unique items)
S8       2561662  ITEM? ? OR COMMODIT? OR MERCHANDI? OR PRODUCT? ? OR WARES -
                  OR GOODS OR SERVICE? ?
S9          114   S7 AND S8
S10      1540513  CLASS OR TYPE OR DESCRIPTION? OR CATEGOR? OR KEYWORD?
S11          16   S9 AND S10
S12       917054  BIDDER? OR BUYER? OR CONSUMER? OR CUSTOMER? OR PURCHASER? -
                  OR SHOPPER? OR USER?
S13          52   S9 AND S12
S14          61   S9 AND (S10 OR S12)
File    2:INSPEC 1969-2005/Sep W2
           (c) 2005 Institution of Electrical Engineers
File   35:Dissertation Abs Online 1861-2005/Aug
           (c) 2005 ProQuest Info&Learning
File   65:Inside Conferences 1993-2005/Sep W3
           (c) 2005 BLDSC all rts. reserv.
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           (c) 2005 The HW Wilson Co.
File  474:New York Times Abs 1969-2005/Sep 22
           (c) 2005 The New York Times
File  475:Wall Street Journal Abs 1973-2005/Sep 22
           (c) 2005 The New York Times
File  583:Gale Group Globalbase(TM) 1986-2002/Dec 13
           (c) 2002 The Gale Group
File  139:EconLit 1969-2005/Sep
           (c) 2005 American Economic Association
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14/5/6   (Item 6 from file: 2)
DIALOG(R)File   2:INSPEC
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07437874   INSPEC Abstract Number: C2000-01-7120-065
 Title: An agent-based multiservice negotiation for eCommerce
  Author(s): Merlat, W.
  Journal: BT Technology Journal   vol.17, no.4   p.168-75
  Publisher: BT Lab,
  Publication Date: Oct. 1999   Country of Publication: UK
  CODEN: BTJUEH   ISSN: 1358-3948
  SICI: 1358-3948(199910)17:4L.168:ABMN;1-3
  Material Identity Number: O923-1999-004
  Language: English   Document Type: Journal Paper (JP)·
  Treatment: Applications (A); Practical (P)
  Abstract: Future   generations   of   **electronic**   commerce infrastructures `
will   facilitate   multiservice   negotiations-negotiations   between   one
customer   and   **several**   providers   regarding   the   provision   of   a
personalised   bundle   of   **services** . These negotiations allow the   **customer**
to   obtain,   for   example,   a   complete travel package made up of   **several**
flights   and   hotel   reservations, and   **matching**   the   **customer** 's specific
requirements   (regarding   budget   for   example).   The   main   issue   in   a
multiservice negotiation is to handle the constraints that tie together the
services   within the bundle. Another is to design a scalable negotiation
protocol,   i.e, one that performs well regardless of the size of the bundle
of **services** . A specific multiservice negotiation is proposed that has two
distinctive   properties.   Firstly, its protocol is defined by a dynamic and
decentralised   constraint   satisfaction algorithm. Secondly, the protocol is
embedded   within   a   set   of   mobile   software   **agents** , which perform the
negotiation   on   behalf   of   the   **customer** . The negotiation is tested on a
travel agency application, and exhibits **several** valuable qualities. It is
more   scalable than traditional centralised facilitator-based solutions. It
can   also   be   customised   easily   (for optimisation purposes for example),
without   upgrading   software   on   the providers' sides. Additionally, it is
very   suitable   for mobile   **users** , who are intermittently connected to the
network.   (12 Refs)
   Subfile: C
   Descriptors: electronic commerce; optimisation; protocols; software
agents
   Identifiers: agent-based multiservice negotiation; eCommerce; electronic
commerce infrastructures; personalised bundle of **services** ; specific
requirements; scalable negotiation protocol; decentralised constraint
satisfaction algorithm; mobile software agents
   Class Codes: C7120 (Financial computing); C6170 (Expert systems and
other AI software and techniques); C1180 (Optimisation techniques); C5640
(Protocols)
   Copyright 1999, IEE

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07409039   INSPEC Abstract Number: B1999-12-6210L-154, C1999-12-5620W-098
 Title: Spending less time in Internet traffic jams
  Author(s): Addis, M.; Allen, P.; Yew Bie Cheng; Hall, M.; Stairmand, M.;
Hall, W.; DeRoure, D.
  Author Affiliation: Parallel Applications Centre, Southampton, UK
  Conference   Title: PAAM99.   Proceedings   of   the   Fourth   International
Conference   on   the   Practical   Applications   of   Intelligent   Agents   and

Multi-agent Technology   p.193-209
   Publisher: Practical Application Company Ltd, Blackpool, UK
   Publication Date: 1999   Country of Publication: UK   476 pp.
   ISBN: 1 902426 05 3   Material Identity Number: XX-1999-00770
   Conference Title: Proceedings of PAAM99. Practical Applications
   Conference Sponsor: AgentLink; Compulog Net; Intelligence in Industry; IF
Computer; LPA; PC AI; PrologIA's
   Conference Date: 19-21 April 1999   Conference Location: London, UK
   Language: English   Document Type: Conference Paper (PA)
  .Treatment: Practical (P)
   Abstract: Speed continues to be a major issue for the **users** of the WWW.
This paper presents a **multi – agent** -based approach for dynamically
matching user requirements for timeliness of response, media **type** and
connectivity cost to suitable connectivity, content, and processing
providers when using the WWW. Many techniques exist for dealing with
Internet congestion including mirror sites; proxy-based caching; dynamic
distillation; traffic monitoring; mobile code for route optimisation;
resource reservation protocols; and network load balancing. Our system
integrates many of these techniques by using dynamically configurable HTTP
proxies to combine the most appropriate content server, connectivity
provider and content processing **services** at query time. A system of
agents encapsulates the intelligence and control over the run-time
configuration of these proxies. This paper demonstrates how our system has
been used to significantly reduce average Altavista search times through
the use of **agents** that combine proxy-based caching, choice of ISP, and
dynamic query redirection between mirror sites. (39 Refs)
   Subfile: B C
   Descriptors: cache storage; information resources; Internet; multi-agent
systems; query processing; telecommunication congestion control;
telecommunication traffic; transport protocols
   Identifiers: Internet traffic; WWW; multi-agent approach; dynamic
matching; **user** requirements; media **type** ; connectivity cost; Internet
congestion; mirror sites; proxy-based caching; dynamic distillation;
dynamic configuration; HTTP proxies; content server; connectivity provider;
content processing **services** ; query time; run-time configuration;
Altavista search times; ISP; dynamic query redirection
   Class Codes: B6210L (Computer communications); B6150M (Protocols); C5620W
(Other computer networks); C6170 (Expert systems and other AI software and
techniques); C6120 (File organisation); C5640 (Protocols); C5670 (
Network performance)
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07390690   INSPEC Abstract Number: C1999-12-7120-025
   **Title: Agent-mediated integrative negotiation for retail electronic
commerce**
   Author(s): Guttman, R.H.; Maes, P.
   Author Affiliation: Media Lab., MIT, Cambridge, MA, USA
   Conference Title: Agent Mediated Electronic Commerce. First International
Workshop on Agent Mediated Electronic Trading. AMET-98. Selected Papers
p.70-90
   Editor(s): Noriega, P.; Sierra, C.
   Publisher: Springer-Verlag, Berlin, Germany
   Publication Date: 1999   Country of Publication: Germany   vii+206 pp.
   ISBN: 3 540 65955 2   Material Identity Number: XX-1999-01900
   Conference Title: Agent Mediated Electronic Commerce. First International

Workshop on Agent Mediated Electronic Trading. AMET-98
  Conference Date: 10 May 1998   Conference Location: Minneapolis, MN, USA
  Language: English   Document Type: Conference Paper (PA)
  Treatment: Practical (P)

  Abstract: Software **agents** help automate a variety of tasks including
those involved in buying and selling **products** over the **Internet** .
Although shopping **agents** provide convenience for **consumers** and yield
more efficient markets, today's first-generation shopping **agents** are
limited to comparing merchant offerings only on price instead of their full
range of value. As such, they do a disservice to both **consumers** and
retailers by hiding important merchant value-added **services** from
consumer consideration. Likewise, the increasingly popular **online**
auctions pit sellers against **buyers** in distributive negotiation
tug-of-wars over price. This paper analyzes these approaches from economic,
behavioral, and software **agent** perspectives then proposes integrative
negotiation as a more suitable approach to retail **electronic** commerce.
Finally, we identify promising techniques (e.g., **multi** -attribute utility
theory, distributed constraint satisfaction, and conjoint analysis) for
implementing **agent** -mediated integrative negotiation. (48 Refs)
  Subfile: C
  Descriptors: electronic commerce; Internet; negotiation support systems;
retail data processing; software agents
  Identifiers: agent-mediated integrative negotiation; retail electronic
commerce; software agents; buying; selling; Internet; shopping agents;
consumers ; value-added **services** ; online auctions; economics; integrative
negotiation; multi-attribute utility theory; distributed constraint
satisfaction; conjoint analysis
  Class Codes: C7120 (Financial computing); C6170 (Expert systems and
other AI software and techniques); C7210N (Information networks)
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07348462 , INSPEC Abstract Number: C1999-10-6170-012
 Title: Intelligent agent communities
  Author(s): Barnea, G.
  Journal: WEB Techniques   vol.4, no.9   p.50-4, 56
  Publisher: Miller Freeman,
  Publication Date: Sept. 1999 Country of Publication: USA
  CODEN: WETEFA ISSN: 1086-556X
  SICI: 1086-556X(199909)4:9L.50:IAC;1-N
  Material Identity Number: F184-1999-008
  Language: English   Document Type: Journal Paper (JP)
  Treatment: General, Review (G); Practical (P)

  Abstract: **Bots** and **agents** have been part of Web technologies since
the very beginning. Although **agents** are commonly linked to artificial
intelligence, they are rarely "intelligent". Most cyberspace **agents** work
at simple and repetitive tasks such as automating Web searches. In this
article, however, I look at **agents** of a different breed: **agents** that
serve applications and **agents** that serve other **agents** - **agents** that
are really "intelligent". Intelligent software means that the program can
learn independently, for the purpose of improving itself, and digest new
data into a form from which it can infer when queried by a human or an
application. This is the machine equivalent of a (very) educated guess.
Many different fields in computer science have adopted **agent** technologies
in the past decade. With the advent of the Web, object-oriented programming
and object distribution, the concepts of **agent** technologies become more

relevant. I also discuss how using **agents** can extend object-oriented models in order to collaborate for information **exchange** . This article provides a high-level overview of the **various** **agent** technologies used in Manna's FrontMind **product** (<http://www.mannainc.com>). FrontMind is a high-end, mission-critical server for **Internet** relationship management that permits commercial sites to conduct **online** learning relationships with their **customers** through intelligent business rules. (0 Refs)
   Subfile: C
   Descriptors: business data processing; distributed object management; electronic data interchange; information resources; learning (artificial intelligence); multi-agent systems; network servers; software agents
   Identifiers: intelligent agent communities; bots; World Wide Web technology; cyberspace agents; independently learning programs; object-oriented programming; object distribution; collaborating agents; information exchange; FrontMind; Manna; mission-critical server; Internet relationship management; commercial Web sites; online learning relationships; intelligent business rules; communicating agents; prediction
   Class Codes: C6170 (Expert systems and other AI software and techniques) ; C7210N (Information networks); C7100˙ (Business and administration); C6110J (Object-oriented programming); C6150N (Distributed systems software) ; C6130E (Data interchange)
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07102077   INSPEC Abstract Number: C9901-7120-023
 Title: Electronic commerce
   Author(s): Dogac, A.
   Author Affiliation: Middle East Tech. Univ., Ankara, Turkey
   Journal: Journal of Database Management   vol.9, no.4   p.31-5
   Publisher: Idea Group Publishing,
   Publication Date: Fall 1998 Country of Publication: USA
   CODEN: JDAMEQ ISSN: 1063-8016
   SICI: 1063-8016(199823)9:4L.31:EC;1-X
   Material Identity Number: P943-98003
   Language: English   Document Type: Journal Paper (JP)
   Treatment: General, Review (G)
   Abstract: **Electronic** commerce is a generic term that encompasses **numerous** information technologies and **services** used to improve business practices, ranging from **customer** **service** to inter-corporation coordination. One of the most common instances of **electronic** commerce is the **exchange** of **goods** and **services** over the **Internet** , but there are many other forms of **electronic** commerce, such as controlled **electronic** purchase or **virtual** malls. **Electronic** commerce is not a futuristic dream; it is happening now, with many well-established success stories. However, the **electronic** commerce **services** that have been established so far are still far from being mature. There is no real integration of the underlying technologies, and the provided **services** lack many important, but also more challenging features. **Electronic** commerce is not a single, uniform **service** , but rather is characterized by a wide range of **services** and operations, including: the establishment of initial contacts, supplier searching and negotiation, **exchange** of information, sales, pre- and post-sales support, **electronic** payment, distribution logistics, establishment and coordination of **virtual** enterprises, shared business processes, etc. In all of its forms, **electronic** commerce makes use of information technologies from very different areas: databases, transaction processing, interoperability of heterogeneous information resources,

intelligent **agents** , multimedia systems, security and workflow systems. In
this paper, the current state-of-the-art as well as research issues related
to enabling information technologies for **electronic** commerce are briefly
discussed. (11 Refs)
  Subfile: C
  Descriptors: electronic commerce; information resources; information
technology; Internet; open systems; reviews; transaction processing
  Identifiers: electronic commerce; information technology; information
services ; business practices; **customer** **service** ; inter-corporation
coordination; **goods** exchange; Internet; controlled electronic purchase;
virtual malls; technology integration; initial contacts; supplier searching
; supplier negotiation; information exchange; sales; pre-sales support;
post-sales support; electronic payment; distribution logistics; virtual
enterprises; shared business processes; databases; transaction processing;
interoperability; heterogeneous information resources; intelligent agents;
multimedia systems; security; workflow systems; state-of-the-art review;
enabling technologies
  Class Codes: C7120 (Financial computing); C6130E (Data interchange);
C7210N (Information networks); C7180 (Retailing and distribution computing
)
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   14/5/18   (Item 18 from file: 2)
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07095923   INSPEC Abstract Number: C9901-7180-003
   **Title: Cooperative vs. competitive multi-agent negotiations in retail
electronic commerce**
   Author(s): Guttman, R.H.; Maes, P.
   Author Affiliation: Media Lab., MIT, Cambridge, MA, USA
   Conference Title: Cooperative Information Agents II. Learning, Mobility
and Electronic Commerce for Information Discovery on the Internet. Second
International Workshop, CIA'98. Proceedings   p.135-47
   Editor(s): Klusch, M.; Weiss, G.
   Publisher: Springer-Verlag, Berlin, Germany
   Publication Date: 1998 Country of Publication: Germany   ix+308 pp.
   ISBN: 3 540 64676 0   Material Identity Number: XX98-01825
   Conference Title: Cooperative Information Agents II Learning, Mobility
and Electronic Commerce for Information Discovery on the Internet. Second
International Workshop, CIA'98. Proceedings
   Conference Date: 4-7 July 1998   Conference Location: Paris, France
   Language: English   Document Type: Conference Paper (PA)
   Treatment: Theoretical (T)
   Abstract: A key lesson learned from economic and game theory research is
that negotiation protocols have substantial, rippling effects on the
overall nature of the system, **online** **auctions** are increasingly popular
negotiation protocols for software **agents** (and humans) to compete on the
prices of **goods** and **services** . The paper takes a critical look at these
competitive protocols in retail markets from economic, game theoretic, and
business perspectives. The analysis suggests that **online** **auction**
protocols are, in fact, less efficient and more hostile than would be
expected (or desired) in retail markets. Furthermore, they identify the
importance of **customer** satisfaction and propose more cooperative **multi** -
agent decision analysis tools (e.g., **multi** -attribute utility theory)
and negotiation protocols (e.g., distributed constraint satisfaction) as
promising techniques to support it. (33 Refs)
   Subfile: C
   Descriptors: business data processing; cooperative systems; electronic

commerce; game theory; negotiation support systems; retail data processing; software agents
   Identifiers: competitive multi-agent negotiations; cooperative multi-agent negotiations; retail electronic commerce; economic theory; game theory; negotiation protocols; software agents; **goods** prices; **service** prices; competitive protocols; business perspective; online auction protocols; **customer** satisfaction; cooperative multi-agent decision analysis tools; multi-attribute utility theory; distributed constraint satisfaction
   Class Codes: C7180 (Retailing and distribution computing); C7102 (Decision support systems); C1140E (Game theory); C6170 (Expert systems and other AI software and techniques)
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07095675   INSPEC Abstract Number: C9901-7120-010
   Title: Competitive scenarios for heterogeneous trading agents
   Author(s): Rodriguez, J.A.; Martin, F.J.; Noriega, P.; Garcia, P.; Sierra, C.
   Author Affiliation: Artificial Intelligence Res. Inst., CSIC, Barcelona, Spain
   Conference Title: Proceedings of the Second International Conference on Autonomous Agents   p.293-300
   Editor(s): Sycara, K.P.; Wooldridge, M.
   Publisher: ACM, New York, NY, USA
   Publication Date: 1998 Country of Publication: USA   xi+478 pp.
   ISBN: 0 89791 983 1   Material Identity Number: XX98-01367
   U.S. Copyright Clearance Center Code: 0 89791 983 1/98/5...$5.00
   Conference Title: Proceedings of 2nd International Conference on Autonomous Agents
   Conference Sponsor: ACM
   Conference Date: 9-13 May 1998   Conference Location: Minneapolis, MN, USA
   Language: English   Document Type: Conference Paper (PA)
   Treatment: Practical (P)
   Abstract: We present a framework for defining **trading** scenarios based on fish market **auctions** . In these scenarios, **agents** of arbitrary complexity can participate in **electronic auctions** under a collection of standardized market conditions and be evaluated against their actual market performance. We argue that such competitive situations constitute convenient problem domains in which to study issues related with **agent** architectures in general and **agent** -based **trading** strategies in particular. Our proposal involves a set of conventions for the typification of **goods** , **bidding** protocols, availability of **goods** , **buyer** endowments and performance evaluation criteria. The proposed framework is implemented as a **multi - agent** testbed which is an extension of FM96.5-a Java-based version of the Fishmarket **auction** house. A simple tournament is used to illustrate these elements. (22 Refs)
   Subfile: C
   Descriptors: electronic commerce; Java; multi-agent systems; software performance evaluation
   Identifiers: competitive scenarios; heterogeneous trading agents; fish market auctions; electronic auctions; standardized market conditions; agent architectures; agent-based trading strategies; bidding protocols; performance evaluation; multi-agent testbed; FM96.5; Java; Fishmarket
   Class Codes: C7120 (Financial computing); C6170 (Expert systems and

other AI software and techniques); C1230 (Artificial intelligence)
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07084558   INSPEC Abstract Number: B9812-6210L-129, C9812-5620W-069
   **Title: The use of Internet-based technologies-beyond e-mail and search
engines**
   Author(s): Lockhead, S.
   Author Affiliation: Kaman Ind. Technol., Tonawanda, NY, USA
   Conference Title: IEMC '98 Proceedings. International Conference on
Engineering and Technology Management. Pioneering New Technologies:
Management   Issues   and   Challenges   in   the   Third   Millennium   (Cat.
No.98CH36266)   p.316-21
   Editor(s): Peters, L.S.
   Publisher: IEEE, New York, NY, USA
   Publication Date: 1998 Country of Publication: USA   viii+555 pp.
   ISBN: 0 7803 5082 0   Material Identity Number: XX98-02838
   U.S. Copyright Clearance Center Code: 0 7803 5082 0/98/$10.00
   Conference Title: IEMC '98 Proceedings.. International Conference on
Engineering and Technology Management. Pioneering New Technologies:
Management Issues and Challenges in the Third Millennium
   Conference Sponsor: IEEE Eng. Manage. Soc
   Conference Date: 11-13 Oct. 1998   Conference Location: San Juan, PR,
USA
   Language: English   Document Type: Conference Paper (PA)
   Treatment: Applications (A); Practical (P)
   Abstract: With the continuing explosive growth of the world wide web and
the   **Internet** , there are many opportunities to use these technologies to
enhance our ability to function in an   **engineering** and a management
capacity. Most of the emphasis relates to the world wide web and developing
websites based on the latest and greatest programming languages and tools.
There is also a great interest in information processing, centered around
using search **engines** and push technologies. Although e-mail has been part
of the **Internet** experience since the very early days, it has evolved into
an effective communications tool. However, there are still opportunities to
use the   **Internet**   to become more effective in communication, project
management, general management, and content-specific information **exchange**
 . There are companies that provide **services** to the **on - line** community
that allow for the interaction of two or more people in real-time in a
number of fashions. Some of the possible actions include: **on - line** and
off-line messaging,   **multi - user** chatting, real-time file and URL
transfer, notification of other **users** currently **on - line** , **Internet**
 phone facilitation, and message history logging. Some of these **services**
 are free to the   **user** , while others charge for the technology. The
discussion of one program's capabilities generates ideas for how the
technology can make **engineers** and managers more effective. (0 Refs)
   Subfile: B C
   Descriptors: electronic messaging; Internet; project management
   Identifiers: Internet-based technologies; world wide web; management;
engineering; information processing; search engines; push technologies;
e-mail; communications tool; project management; general management;
content-specific information exchange; on-line community; off-line
messaging; multi- **user** chatting; real-time file; URL transfer; Internet
phone facilitation; message history logging
   Class Codes: B6210L (Computer communications); B0140 (Administration and
management); B0170C (Project and design engineering); C5620W (Other

JMB   Date: 23-Sep-05

computer networks)
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07067846   INSPEC Abstract Number: C9812-7830-002
  Title: A scalable comparison-shopping agent for the World-Wide Web
  Author(s): Doorenbos, R.B.; Etzioni, O.; Weld, D.S.
  Author Affiliation: Dept. of Comput. Sci. & Eng., Washington Univ.,
Seattle, WA, USA
  Conference Title: Proceedings of the First International Conference on
Autonomous Agents   p.39-48
  Editor(s): Johnson, W.L.; Hayes-Roth, B.
  Publisher: ACM, New York, NY, USA
  Publication Date: 1997 Country of Publication: USA   xvi+549 pp.
  ISBN: 0 89791 877 0   Material Identity Number: XX97-00219
  U.S. Copyright Clearance Center Code: 0 89791 877 0/97/02..$3.50
  Conference Title: Proceedings of 1st International Conference on
Autonomous Agents
  Conference Sponsor: ACM; ECCAI; IEEE Comput. Soc
  Conference Date: 5-8 Feb. 1997   Conference Location: Marina del Rey,
CA, USA
  Language: English   Document Type: Conference Paper (PA)
  Treatment: Practical (P)

  Abstract: The World Wide Web is less **agent** -friendly than we might hope.
Most information on the Web is presented in loosely structured natural
language text with no **agent** -readable semantics. HTML annotations
structure the display of Web pages, but provide virtually no insight into
their content. Thus, the designers of intelligent Web **agents** need to
address the following questions: (1) To what extent can an **agent**
 understand information published at Web sites? (2) Is the **agent** 's
understanding sufficient to provide genuinely useful assistance to **users** ?
(3) Is site-specific hand-coding necessary, or can the **agent**
automatically extract information from unfamiliar Web sites? (4) What
aspects of the Web facilitate this competence? In this paper we investigate
these issues with a case study using ShopBot, a fully-implemented,
domain-independent comparison-shopping **agent** . Given the home pages of
several **online** stores, ShopBot autonomously learns how to shop at those
vendors. After learning, it is able to speedily visit over a dozen software
and CD vendors, extract **product** information, and summarize the results
for the **user** . Preliminary studies show that ShopBot enables **users** to
both find superior prices and substantially reduce Web shopping time.
Remarkably ShopBot achieves this performance without sophisticated natural
language processing, and requires only minimal knowledge about different
product domains. Instead, ShopBot relies on a combination of heuristic
search, pattern **matching** , and inductive learning techniques. (21 Refs)
  Subfile: C
  Descriptors: heuristic programming; home shopping; Internet; learning by
example; pattern matching; retail data processing; search problems;
software agents
  Identifiers: scalable comparison-shopping agent; World Wide Web; natural
language; HTML; Web pages; intelligent Web agents; site-specific
hand-coding; ShopBot; home page; online stores; **product** information;
heuristic search; pattern matching; inductive learning; Internet
  Class Codes: C7830 (Home computing); C7180 (Retailing and distribution
computing); C7210 (Information services and centres); C1230 (Artificial
intelligence); C6170 (Expert systems)